

Set	Items	Description
S1	0	AU=(WELLAN M? OR WELLAN, M?)
S2	1518868	NEGOTIAT? OR BARGAIN?
S3	4925193	AUCTION? OR TRADING OR TRADE? ?
S4	11756755	CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? - OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERSON? ? OR BIDDER?
S5	5650361	MERCHANT? OR RETAILER? OR VENDOR? ? OR MANUFACTURER? OR SELLER? OR PARTY OR WHOLESALE? OR SUPPLIER?
S6	322118	BILATERAL? OR MULTILATERAL OR (BI OR MULTI) () LATERAL?
S7	7315067	ATTRIBUTE? OR QUANTITY OR PRICE? OR FEATURE? OR TYPE?
S8	6568352	OFFER? OR COUNTEROFFER? OR BID OR BIDDING OR BIDS
S9	10470126	PRODUCT? ? OR GOOD? ? OR ITEM? ? OR WARE? OR MERCHANDISE?
S10	1109455	(S4 OR S5) (2N) (PLURAL? OR SEVERAL OR VARIOUS OR MANY OR MULTIPLE? OR NUMEROUS OR DIFFERENT? OR FIRST OR SECOND OR 1ST OR 2ND OR ANOTHER OR SEPARATE? OR ALTERNATE?)
S11	6361	S10(10N)S2
S12	377	S11(15N)S3
S13	891	S11(10N) (S7 OR S9)
S14	3	S13(S)S6
S15	37	(S11(25N)S3) (S)S6

? show file

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File 610:Business Wire 1999-2003/Oct 01
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File 810:Business Wire 1986-1999/Feb 28
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File 813:PR Newswire 1987-1999/Apr 30
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14/3,K/1 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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04689298 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Edit -- The way forward for the new exim policy

SECTION TITLE: EXPORTS / IMPORTS

Robin Banerjee

FINANCIAL EXPRESS

March 19, 1999

JOURNAL CODE: WFEX LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 997

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... world have formed into trade blocks like GCC, APEC, ASEAN, etc.
India must enter into **bilateral** arrangements to obtain preferential
tariffs with a vast number of countries, where Indian goods have...

14/3,K/2 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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04017218 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The Hindu-Editorial: The challenges for ASEAN

HINDU

January 15, 1999

JOURNAL CODE: FHIN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1427

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... intra-ASEAN trade. When adjusted for Singapore's entrepot role,
trade in oil, and for **bilateral** trade between Singapore and Malaysia, the
intra-ASEAN trade is even more insignificant. Thus, AFTA...

14/3,K/3 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0010571013 ACxxxxxx0225

SURVEY - MASTERING MANAGEMENT: The brave new world of pricing

GARRETT VAN RYZIN

The Financial Times, Surveys ED, P 6

Monday, October 16, 2000

DOCUMENT TYPE: NEWSPAPER; Surveys LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT

Word Count: 2,918

...Buyer 1.

But auctions are only one way to match buyers and sellers. Another is
bilateral bargaining, better known as haggling. A buyer and seller, having
some knowledge of the market, enter into unstructured negotiation to find a
mutually acceptable **price**. If **negotiation** succeeds, an exchange is
made; otherwise, both try again with **another party**. Through a series of
negotiations, the market is cleared.

The most familiar mechanism to consumers is fixed-price lists. Sellers...
?

15/3,K/1 (Item 1 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

28562126 (USE FORMAT 7 OR 9 FOR FULLTEXT)
UK companies hoping to win 20% of reconstruction work
SECTION TITLE: WAR IN IRAQ BUSINESS
FINANCIAL TIMES , London Ed1 20030411L106.116 ed, p06
April 11, 2002
JOURNAL CODE: FFT LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 530

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... when relations between Washington and Brussels are already strained by the critical stance adopted by many European Union members towards the war in Iraq.

It also comes as trade negotiators on both sides struggle to overcome differences over further trade liberalisation in the current WTO round as well as a growing number of bilateral trade disputes.

The EU insists the US abide by the WTO Agreement on Government Procurement, which...

15/3,K/2 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

28074355
Analysis - Bureaucrats task to defuse US-Aust trade problems
Shane Wright
AAP NEWS
March 14, 2003
JOURNAL CODE: WAAP LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 884

... and the US are backing the FTA because of their concerns the Doha round of multilateral talks, due for completion in 2005, will break down because of the problems over agriculture...

15/3,K/3 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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28074352
Fed: Bureaucrats' task to defuse trade problems
Shane Wright
AAP NEWS
March 14, 2003
JOURNAL CODE: WAAP LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 885

... and the US are backing the FTA because of their concerns the Doha round of multilateral talks, due for completion in 2005, will break down because of the problems over agriculture...

15/3,K/4 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter

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28069861

Fed: Bureaucrats task to defuse trade problems

Shane Wright

AAP NEWS

March 14, 2003

JOURNAL CODE: WAAP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 884

... and the US are backing the FTA because of their concerns the Doha round of **multilateral** talks, due for completion in 2005, will break down because of the problems over agriculture...

15/3,K/5 (Item 5 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

27038477 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Thai WTO Director Views Free Trade Areas as Hindering Multilateral Talks

Unattributed report

WORLD NEWS CONNECTION

January 13, 2003

JOURNAL CODE: WWNC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 931

...free trade areas now exist. Businessmen must not confuse themselves about the difference between free **trade** areas and establishment of liberalized market under WTO umbrella. He is concerned that free **trade** areas could hamper new WTO **trade negotiations** if countries belonging to free **trade** areas treat other WTO **members differently**. He also rejects the idea that **trade** liberalization contributed to economic crisis, saying that most countries hold back from fully liberalized **trade**

Suphachai told Prachachat Thurakit that the trend toward a rise in bilateral free trade area...

15/3,K/6 (Item 6 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

25982013 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Can ASEAN find balance among major powers?

KOREA HERALD

November 12, 2002

JOURNAL CODE: FKHD LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1061

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... as customs procedures, standards testing and non-tariff measures. Tokyo plans to negotiate a free **trade** agreement **bilaterally** with core ASEAN members. Singapore was the **first member** to do so. Thailand and the Philippines are also **negotiating** a similar deal with Japan. After years of upbeat and high expectations, South Korea-ASEAN...

15/3,K/7 (Item 7 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

19853652 (USE FORMAT 7 OR 9 FOR FULLTEXT)

CNA: Taiwan Will Further Open Its Market After Wto Entry: Official

WORLD NEWS CONNECTION

November 15, 2001

JOURNAL CODE: WWNC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 613

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... international trend toward regional economic integration, Taiwan will sign free trade accords with its major **trade** partners in the near future, he added.

During the WTO ministerial meeting, the Taiwan delegation held **bilateral** talks with delegates from 21 WTO **member** states and **many** of them voiced the desire to **negotiate** with Taiwan over the formation of free **trade** zones, while several states promised to upgrade contacts with Taiwan, Lin said.

Lin also disclosed...

15/3,K/8 (Item 8 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

19836617 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TAIWAN TO FURTHER OPEN MARKETS AFTER WTO ENTRY: OFFICIAL

ASIA PULSE

November 16, 2001

JOURNAL CODE: WAPL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 552

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... international trend toward regional economic integration, Taiwan will sign free trade accords with its major **trade** partners in the near future, he added.

During the WTO ministerial meeting, the Taiwan delegation held **bilateral** talks with delegates from 21 WTO **member** states and **many** voiced the desire to **negotiate** with Taiwan over the formation of free **trade** zones, while several states promised to upgrade contacts with Taiwan, Lin said.

Lin also disclosed...

15/3,K/9 (Item 9 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

19767360 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Lawmakers ready for approving WTO pact Nov. 16

TAIWAN ECONOMIC NEWS

November 12, 2001

JOURNAL CODE: WTEN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 367

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... improve the cross-strait relationship. The right track should be the resumption of the bilateral **negotiations**

An official of the People **First Party** said Taiwan will now officially become part of the international economic and **trade** system. But the government must continue pressing ahead with the liberalization and internationalization of Taiwan...

15/3,K/10 (Item 10 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

19342311 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Xinhua Article Previews Ninth APEC Informal Leadership Meeting

Article Xinhua reporters Yan Wenbin and Qian Tong: "A Grand Meeting of the Century Striving for Common Prosperity in the Asia-Pacific Region -- Review and Prospects of APEC Meetings in 2001"

WORLD NEWS CONNECTION

October 14, 2001

JOURNAL CODE: WWNC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1332

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... held in June this year, at China's active initiative, the "Chairmanship Statement of the **Trade** Ministers Meeting" solemnly stated that the upcoming WTO ministerial meeting would be a crucial opportunity to start a new round of WTO **negotiations**. Ministers of **various member** states in charge of **trade** affairs have firmly promised to pursue open regionalism and reaffirmed that APEC strongly supports an open, just, and solid **multilateral trade** structure based on regulations from which all member states will benefit.

All these factors serve...

15/3,K/11 (Item 11 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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19312348 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Chinese agency previews Ninth APEC Informal Leadership Meeting

BBC MONITORING INTERNATIONAL REPORTS

October 15, 2001

JOURNAL CODE: WBMS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1477

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... held in June this year, at China's active initiative, the "Chairmanship Statement of the **Trade** Ministers Meeting" solemnly stated that the upcoming WTO ministerial meeting would be a crucial opportunity to start a new round of WTO **negotiations**. Ministers of **various member** states in charge of **trade** affairs have firmly promised to pursue open regionalism and reaffirmed that APEC strongly supports an open, just, and solid **multilateral trade** structure based on regulations from which all member states will benefit. All these factors serve...

15/3,K/12 (Item 12 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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18476605 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Saarc commerce ministers joint statement: Text

BUSINESS RECORDER

August 24, 2001

JOURNAL CODE: WBRE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 2258

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... was also opposed as this would run contrary to the basic tenets of the multilateral **trading** system and may therefore open the floodgates for demands for several plurilateral agreements which would create different levels of commitments by **different members**. It was felt that proposals for industrial tariff **negotiations** have to be carefully looked into. Issues from a development perspective needed to be kept...

15/3,K/13 (Item 13 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

18469962 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Indian Government: SAARC forges common front on WTO issues; Joint statement by Commerce Ministers on DOHA Ministerial Conference

M2 PRESSWIRE

August 23, 2001

JOURNAL CODE: WMPR LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 2686

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... was also opposed as this would run contrary to the basic tenets of the multilateral **trading** system and may therefore, open the floodgates for demands for several plurilateral agreements which would create different levels of commitments by **different members**. It was felt that proposals for industrial tariff **negotiations** have to be carefully looked into. Issues from a development perspective needed to be kept...

15/3,K/14 (Item 14 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

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17473063 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Thailand's Suphachai upbeat on new round of global trade talks

Report Woranuj Maneerungsee

WORLD NEWS CONNECTION

June 26, 2001

JOURNAL CODE: WWNC LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 358

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... out of developed country markets.

Dr Supachai said while there were many bilateral and regional **trade** arrangements, the global **trade** system still needed **multilateral negotiations** in order to broaden the benefits to all **members**.

In **another** development, Dr Supachai warned the government that a

shrinking of the current account could lead...

15/3,K/15 (Item 15 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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17426661 (USE FORMAT 7 OR 9 FOR FULLTEXT)
TRADE TALKS: Supachai upbeat on new round; Sees signs of more flexibility by US, EU
BANGKOK POST, p02
June 26, 2001
JOURNAL CODE: FBKP LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 307

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... out of developed country markets.

Dr Supachai said while there were many bilateral and regional **trade** arrangements, the global **trade** system still needed **multilateral negotiations** in order to broaden the benefits to all **members** .

In **another** development, Dr Supachai warned the government that a shrinking of the current account could lead...

15/3,K/16 (Item 16 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

15967396 (USE FORMAT 7 OR 9 FOR FULLTEXT)
India: Indian posturing at WTO
BUSINESS LINE
April 03, 2001
JOURNAL CODE: FBLN LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 782

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... favour new negotiations. Many are concerned about a global economic downturn and a return to **bilateralism** and see a relaunch of the **multilateral** process in the WTO as all the more necessary in this context. Several developing countries...

15/3,K/17 (Item 17 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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15835068 (USE FORMAT 7 OR 9 FOR FULLTEXT)
EU, Japan see 'momentum picking up' for new WTO round
AFX (AP)
March 27, 2001
JOURNAL CODE: WAXA LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 162

...favour new negotiations. Many are concerned about a global economic turndown and a return to **bilateralism** and see a relaunch of the **multilateral** process in the WTO as all the more necessary in this context."

Following the failure...

15/3,K/18 (Item 18 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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15834643 (USE FORMAT 7 OR 9 FOR FULLTEXT)
EU, Japan see 'momentum picking up' for new WTO round
AFX EUROPE
March 27, 2001
JOURNAL CODE: WAXE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 162

...favour new negotiations. Many are concerned about a global economic
turndown and a return to **bilateralism** and see a relaunch of the
multilateral process in the WTO as all the more necessary in this
context."

Following the failure...

15/3,K/19 (Item 19 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

13425296 (USE FORMAT 7 OR 9 FOR FULLTEXT)
EU/CHINA: WTO AND HUMAN TRAFFIC TOP BEIJING SUMMIT AGENDA
EUROPEAN REPORT
October 21, 2000
JOURNAL CODE: FEUR LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1137

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... out how China will give effect to the commitments it made during
the various bilateral **negotiations**. While WTO **members** complain that
many aspects of China's **trade** regime remain opaque or unpredictable,
China accuses others of trying to extract commitments which go...

... reconvene - in the first two weeks of November - if progress has been
made through more **bilateral** discussions before that date.

Human traffic.

The question of illegal immigration is especially timely in...

15/3,K/20 (Item 20 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

09939533
Argentina seeks to improve relations with China (Relaciones con China
'carnales')
AMBITO FINANCIERO, p6
March 07, 2000
JOURNAL CODE: WAMF LANGUAGE: Spanish RECORD TYPE: ABSTRACT
WORD COUNT: 104

... Adalberto Rodriguez Giavarini, and the deputy foreign minister,
Horacio Chighizola, will meet the Chinese deputy **trade** minister, Sun
Zhenyu, in Buenos Aires this week to complete the **bilateral negotiations**
which China must hold with **several member** countries of the WTO to gain

approval for its entry (publication date 7/3/00...

15/3,K/21 (Item 21 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

09115799 (USE FORMAT 7 OR 9 FOR FULLTEXT)

World Trade Organisation: Trade pact clears way for accession

CHINA ECONOMIC REVIEW

December 23, 1999

JOURNAL CODE: FCER LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1420

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... been the greatest obstacle to China's membership of the WTO but the chief Chinese **trade** negotiator said that his country would not formally join the organisation until the middle of 2000. Agreements had still to be reached with **several** **member** countries requesting **bilateral negotiations**.

These included Brazil, India and Switzerland, but the most important was the EU. Officials of...

15/3,K/22 (Item 22 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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08297056 (USE FORMAT 7 OR 9 FOR FULLTEXT)

U.S. Trade Deal Points to Evolution of China

Michael Dorgan and Christopher Marquis

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAN JOSE MERCURY NEWS - CALIFORNIA)

November 17, 1999

JOURNAL CODE: KSJM LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1213

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... return, China would gain U.S. support for its admission to the Geneva-based World **Trade** Organization, which sets the rules for the global marketplace.

But before that happens, China must conclude **bilateral trade negotiations** with **several** WTO **members**, including Canada and the European Union. Also, before the United States and China can enjoy...

15/3,K/23 (Item 23 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

08281811 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Too much WTO business behind closed doors, critics say

AGENCE FRANCE PRESSE

November 17, 1999

JOURNAL CODE: WAFP LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 576

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... while the assembled ministers of 135 countries deliver carefully wrought speeches about their country's **trade** position in the open plenary session.

Once Seattle is over and the ground rules for the new round are set, the real **negotiations** begin - again, much of them behind closed doors.

First of all **member** countries present the market opening offers they are willing to make, then various parties bargain...

15/3,K/24 (Item 24 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

08239625 (USE FORMAT 7 OR 9 FOR FULLTEXT)

PAKISTAN TO INCLUDE PRIVATE SECTOR REPS AT WTO TALKS

ASIA PULSE

November 16, 1999

JOURNAL CODE: WAPL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 204

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... It will also set a time frame and agenda for the new round of multilateral **trade negotiation**.

The Seattle Conference will be attended by the **member** countries and **many** NGOs from all over the world including at least eight from India, the Ministry letter...

15/3,K/25 (Item 25 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

06534389 (USE FORMAT 7 OR 9 FOR FULLTEXT)

BOFT eases regulation on exporter/importer registration

TAIWAN ECONOMIC NEWS

July 30, 1999

JOURNAL CODE: WTEN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 226

... be effective on August 1, to facilitate the registration of exporters and importers.

At bilateral **negotiations** for Taiwan's entry into the World Trade Organization (WTO), **many** WTO **members** asked Taiwan to lower the qualification threshold of establishing exporters and importers there. In response...

15/3,K/26 (Item 26 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

05041392 (USE FORMAT 7 OR 9 FOR FULLTEXT)

China: Chief negotiator outlines benefits of World Trade Organization membership

BBC MONITORING INTERNATIONAL REPORTS

April 21, 1999

JOURNAL CODE: WBMS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 702

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... and Trade; but little progress was made. In 1994, GATT was replaced by the World **Trade** Organization, or WTO, and China couldn't be a founding member of the WTO. Since then, China has carried out **bilateral negotiations** on its accession with **many** WTO **members** .

As to whether China should enter the WTO as a developing country or a developed...

15/3,K/27 (Item 27 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
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04689298 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Edit -- The way forward for the new exim policy

SECTION TITLE: EXPORTS / IMPORTS

Robin Banerjee

FINANCIAL EXPRESS

March 19, 1999

JOURNAL CODE: WFEX LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 997

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... output management) and should not be tampered with under pressures from outside the country.

Bilateral **trade** arrangement

While not strictly within the fold of the exim policy statement, the country must enter into **negotiations** with **various** key **customer** countries in the world for arranging preferential tariff treatments for goods sourced from India. It...

... world have formed into trade blocks like GCC, APEC, ASEAN, etc. India must enter into **bilateral** arrangements to obtain preferential tariffs with a vast number of countries, where Indian goods have...

15/3,K/28 (Item 28 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

04017218 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Hindu-Editorial: The challenges for ASEAN

HINDU

January 15, 1999

JOURNAL CODE: FHIN LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 1427

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... intra-ASEAN trade. When adjusted for Singapore's entrepot role, trade in oil, and for **bilateral** trade between Singapore and Malaysia, the intra-ASEAN trade is even more insignificant. Thus, AFTA...

15/3,K/29 (Item 1 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0011450077 A200304101950A-1-DFT

UK hoping to win 20% of reconstruction work

ANDREW TAYLOR AND JEAN EAGLESHAM

FT.COM SITE

Thursday, April 10, 2003

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 539

...when relations between Washington and Brussels are already strained by the critical stance adopted by **many** European Union **members** towards the war in Iraq.

It also comes as **trade negotiators** on both sides struggle to overcome differences over further **trade** liberalisation in the current WTO round as well as a growing number of **bilateral trade** disputes.

The EU insists the US abide by the WTO Agreement on Government Procurement, which...

15/3,K/30 (Item 2 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2003 Financial Times Ltd. All rts. reserv.

0011449966 A20030411826-CC-FT

WAR IN IRAQ BUSINESS: UK companies hoping to win 20% of reconstruction work

REBUILDING IRAQ:

JEAN EAGLESHAM and ANDREW TAYLOR

Financial Times, London Ed3 ED, P 6

Friday, April 11, 2003

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

SECTION HEADING: WAR IN IRAQ BUSINESS

Word Count: 525

...when relations between Washington and Brussels are already strained by the critical stance adopted by **many** European Union **members** towards the war in Iraq.

It also comes as **trade negotiators** on both sides struggle to overcome differences over further **trade** liberalisation in the current WTO round as well as a growing number of **bilateral trade** disputes.

The EU insists the US abide by the WTO Agreement on Government Procurement, which...

15/3,K/31 (Item 3 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2003 Financial Times Ltd. All rts. reserv.

0011021097 ACxxxxxxx0056

INTERNATIONAL ECONOMY: Japan and EU give push to trade round

FRANCES WILLIAMS

The Financial Times, London Edition 1 ED, P 12

Wednesday, March 28, 2001

DOCUMENT TYPE: NEWSPAPER; Stories LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 380

TEXT:

Japan and the European Union insisted yesterday that momentum for a new global **trade** liberalisation round was growing, after co-hosting a one-day meeting of senior **trade** officials from 20 rich and poor countries.

They said **many participants** favoured the launch of new **negotiations** at the World **Trade** Organisation's ministerial meeting in Doha, Qatar, in November, amid growing concerns over the threat of world recession and a return to **bilateralism**. However, EU and Japanese officials acknowledged that building broad support for a round among developing...

15/3,K/32 (Item 4 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0010571013 ACxxxxxx0225

SURVEY - MASTERING MANAGEMENT: The brave new world of pricing

GARRETT VAN RYZIN

The Financial Times, Surveys ED, P 6

Monday, October 16, 2000

DOCUMENT TYPE: NEWSPAPER; Surveys LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT

Word Count: 2,918

...which our seller is matched with the buyer willing to pay most - Buyer 1.

But **auctions** are only one way to match **buyers** and **sellers**. Another is **bilateral bargaining**, better known as haggling. A buyer and seller, having some knowledge of the market, enter...

15/3,K/33 (Item 5 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0010036183 BOJEKAQAC4FT

WORLD TRADE: EU to draft its proposals: NEWS DIGEST

GUY JONQUIERES DE

Financial Times, London Edition 1 ED, P 6

Tuesday, May 11, 1999

DOCUMENT TYPE: Digests; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT

Word Count: 132

...s economics minister, said the ministers agreed a new round was essential to strengthen the **multilateral trade** system, guard against protectionism, promote global financial and monetary stability and boost growth.

The ministers said a new round should be wide-ranging and **negotiations** should be limited to three years.

Ministers from **several EU members**, including France, are said to have argued that it should press **trading** partners to lower import barriers to high value-added agricultural produce, such as cheese and...

15/3,K/34 (Item 6 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0007557640 BOEI3DUAHKFT

Survey of World Economy and Finance - Finance and Investment (16): An economic think tank - OECD / Peter Norman expands on the abbreviation

PETER NORMAN

Financial Times, P X

Friday, September 30, 1994

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 849

...measuring the cost of farm subsidies helped the agricultural part of the Uruguay Round of **multilateral trade** negotiations to a successful conclusion.

Over the past year, the OECD has been in the headlines rather more than usual. Mexico joined the organisation, the **first new member** for 20 years. The way has been opened for separate **negotiations** on membership with the Czech Republic, Hungary, Poland and Slovakia. The statement issued after this...

15/3,K/35 (Item 7 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2003 Financial Times Ltd. All rts. reserv.

0003518923 B06CUANAC8FT

Cheysson Warms To Argentina / European Commissioner comments on prospects for closer cooperation with Buenos Aires

Our Brussels Correspondent

Financial Times, Section C. ED, P 2

Thursday, March 20, 1986

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 281

...to 'maintain a political dialogue with the Community.'

The Falklands dispute, he said, was a **bilateral** matter which had to be settled with the British government - and simply repeated the outcome of the UN vote in favour of re-opening **negotiations**, in which **several EEC member** states voted against the British rejection.

On agricultural **trade**, he admitted that the EEC farm policy caused 'critical problems' for the Argentine economy by...

15/3,K/36 (Item 1 from file: 624)

DIALOG(R)File 624:McGraw-Hill Publications

(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

0643202

EC GOAL: ALL-OR-NOTHING BILATERALS WITH U.S.

Aviation Week & Space Technology March 6, 1995; Pg 26; Vol. 142, No. 10

Journal Code: AW ISSN: 0005-2175

Section Heading: Air Transport

Dateline: PARIS

Word Count: 360 *Full text available in Formats 5, 7 and 9*

TEXT:

... the U.S., in September, 1992. The U.S. and Germany concluded a similar free **trade** accord in October, 1993.

The U.S. Transportation Dept. in late February initiated **negotiations** with Belgium, the **first** EU- **member** on the nine-country list. Sabena Belgian World Airlines officials said an unrestricted U.S.- Belgium **bilateral** will generate additional business opportunities on North Atlantic routes. ...

15/3,K/37 (Item 1 from file: 634)

DIALOG(R)File 634:San Jose Mercury

(c) 2003 San Jose Mercury News. All rts. reserv.

10321070

HOW DEAL POINTS TO EVOLUTION OF CHINA COVETING JOBS, MARKETS, BEIJING MAY STILL BALK

San Jose Mercury News (SJ) - Wednesday, November 17, 1999

By: MICHAEL DORGAN, Mercury News Beijing Bureau, and Christopher Marquis,
Mercury News Washington Bureau

Edition: Morning Final Section: Front Page: 1A

Word Count: 1,279

... return, China would gain U.S. support for its admission to the Geneva-based World **Trade** Organization, which sets the rules for the global marketplace.

Additional steps

But before that happens, China must conclude **bilateral** **trade** **negotiations** with **several** WTO **members**, including Canada and the European Union. Also, before the United States and China can enjoy...

Set	Items	Description
S1	7	AU=(WELLMAN M? OR WELLMAN, M?)
S2	1392911	NEGOTIAT? OR BARGAIN?
S3	4476135	AUCTION? OR TRADING OR TRADE? ?
S4	14822897	CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? - OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERSON? ? OR BIDDER?
S5	8055028	MERCHANT? OR RETAILER? OR VENDOR? ? OR MANUFACTURER? OR SELLER? OR PARTY OR WHOLESALER? OR SUPPLIER?
S6	17804510	PLURAL? OR SEVERAL OR VARIOUS OR MANY OR MULTIPL? OR NUMEROUS OR DIFFERENT? OR FIRST OR SECOND OR 1ST OR 2ND OR ANOTHER OR SEPARATE? OR ALTERNAT?
S7	157077	BILATERAL? OR MULTILATERAL OR (BI OR MULTI) () LATERAL?
S8	0	S1 AND S2
S9	1468990	S4(2N)S6
S10	652891	S5(2N)S6
S11	14633	S2(15N) (S9 OR S10)
S12	996	S11(S) (SWITCH? OR INTERCHANGE? OR CHANGE? ? OR STOP? ?)
S13	151	S12(15N) (PRODUCT? ? OR GOOD? ? OR ITEM? ? OR WARE? OR MERCHANDI?)
S14	12154	S2(3N) (SWITCH? OR INTERCHANGE? OR CHANGE? ? OR STOP? ? OR - DROP?)
S15	155	S14(25N) (S9 OR S10)
S16	20607	S7(2N)S2
S17	75	S16(20N) (S9 OR S10)
S18	972	S14(S)S3
S19	7	S18(15N)S9
S20	25	S18(S) (S9 OR S10)
S21	394	S13 OR S15 OR S17 OR S20
S22	268	S21 NOT PY>1999
S23	209	RD (unique items)

? show file

File 9:Business & Industry(R) Jul/1994-2003/Sep 30
(c) 2003 Resp. DB Svcs.

File 15:ABI/Inform(R) 1971-2003/Sep 30
(c) 2003 ProQuest Info&Learning

File 16:Gale Group PROMT(R) 1990-2003/Sep 30
(c) 2003 The Gale Group

File 148:Gale Group Trade & Industry DB 1976-2003/Oct 01
(c)2003 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2003/Sep 30
(c) 2003 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2003/Oct 01
(c) 2003 The Gale Group

File 636:Gale Group Newsletter DB(TM) 1987-2003/Sep 30
(c) 2003 The Gale Group

23/3,K/1 (Item 1 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2671146 Supplier Number: 02671146 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Top 100 Electronic-Business Innovators (51-75)

(Table lists companies ranked 51-75 in Information Week's Top 100

E-Business Innovators ranking; Crutchfield was ranked 51st)

Information Week, p 76+

December 13, 1999

DOCUMENT TYPE: Journal; Ranking ISSN: 8750-6874 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 867

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...electronics

merchant.

52 SciQuest.com www.sciquest.com

Created as a fast,
less costly,
one- **stop** shop for
laboratory supply
needs, SciQuest.com
reduces the time it
takes to purchase
products by 80%. The
site attracts 9,000
shoppers a week.

53 ASAP Software www.asapsoftware...

23/3,K/2 (Item 2 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2663566 Supplier Number: 02663566

Selling Motors to Mops, Unglamorous Grainger Is a Web-Sales Star

(With sales forecast to reach almost \$100 mil in 1999, WW Grainger Inc is a
**Web-success story, partly because it looked at the Internet in 1995 and
decided to develop a new business model)**

Wall Street Journal , v CCXXXIV, n 115, p B1+

December 13, 1999

DOCUMENT TYPE: Business Newspaper ISSN: 0099-9660 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...comparisons. Grainger has also used the site to keep up with thousands
of different prices **negotiated** on **products** by **different customers**.
The company builds online customized catalogs for each company that
negotiates discounts. Grainger's approach to its Web site is discussed.

...

23/3,K/3 (Item 3 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2377034 Supplier Number: 02377034 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Timken cites market conditions for shelving \$110M project

(Timken postpones its proposed seamless steel tube mill; project valued at \$110 mil)

American Metal Market, v 107, n 27, p 1

February 10, 1999

DOCUMENT TYPE: Journal ISSN: 0002-9998 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 251

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...for a new tube mill to expand its steel manufacturing capabilities and widen its tubing **product** line (AMM, April 23).

While Timken had made progress in **negotiating** with **several** states, equipment **suppliers** and union officials to determine whether to proceed with the proposed \$110-million project, the...

23/3,K/4 (Item 4 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

2283145 Supplier Number: 02283145

Reynolds Metals stops talks on sale of unit to Sequa

(Reynolds Metals dropped plans to sell can-making equipment operations to Sequa and will seek another buyer)

New York Times, v CXLVIII, n 51,332, p C4

November 05, 1998

DOCUMENT TYPE: National Newspaper ISSN: 0362-4331 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...equipment operations of Reynolds Metal Co's (Richmond, CA) has expired and the companies have **dropped** further **negotiations**. Reynolds, which had 1997 sales of \$6.88 bil, plans to find **another buyer** for the unit as part of its strategy of focusing on its packaging, smelting, bauxite...

23/3,K/5 (Item 5 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

2161874 Supplier Number: 02161874 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ATMs in Britain get the missing 'Link'

(Britain will have a single interconnected ATM network that links nation's 24,500 cash machines under pact being arranged by leading banks)

Electronic Payments International, n 131, p 1

June 1998

DOCUMENT TYPE: Newsletter ISSN: 0954-0393 (Ireland)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 529

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Scotland and The Royal Bank of Scotland.

Apart from reformulating Link, one of the biggest **items** in the current 'unification' **negotiations** is understood to concern **interchange** fees -

the inter-bank charges made when one bank's **customers** use **another** 's ATMs.

The way these fees are calculated is described as "extremely complex" and Link...

23/3,K/6 (Item 6 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2006490 Supplier Number: 02006490 (USE FORMAT 7 OR 9 FOR FULLTEXT)
ECKERD, CVS EXPAND MERCHANDISE, SHAKE UP PITTSBURGH'S DRUGSTORE INDUSTRY
(Eckerd was acquired by JC Penney Co for \$3.1 bil; 264 Thrift Drugs stores
are being converted to Eckerd stores)

Pittsburgh Post-Gazette , p N/A

November 05, 1997

DOCUMENT TYPE: Regional Newspaper ISSN: 1050-0405 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1114

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...corner pharmacy into a place that's looking more and more like a Wal-Mart: **First** , busy **consumers** demand one- **stop** shops that offer convenience **items** and **good bargains** ; and second, managed health care has taken a big bite out of prescription profits, once...

23/3,K/7 (Item 7 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1890952 Supplier Number: 01890952 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Muscle Flexing

(A majority interest in Sunmakers, a tour operator, has been bought by an investor group headed by Mike Lavigne, an investment banker and attorney based in Seattle, WA and partner in North Coast Hotels)

Travel Agent, v 286, n 12, p 48+

July 14, 1997

DOCUMENT TYPE: Journal ISSN: 1053-9360 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1373

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...the travel agent, plus they get to their overrides faster."

Better Value. Even without visible **changes** in **product** or operations, the company units should benefit from joining forces. "Maupintour will be able to...

23/3,K/8 (Item 8 from file: 9)

DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1827926 Supplier Number: 01827926 (USE FORMAT 7 OR 9 FOR FULLTEXT)

India launches digital switch

(India has launched its indigenously-designed big digital switch, the 30,000-line exchange)

Asia Pacific Telecoms Analyst, n 64, p 14

March 10, 1997

DOCUMENT TYPE: Newsletter ISSN: 1355-0071 (United Kingdom)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 154

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...will hope that the news will help persuade foreign manufacturers, with which it has been **negotiating** over months to **drop** their rates, to come around to its point of view.

Many manufacturers of C-DOT's small and medium-sized switches have been facing difficulties winning orders...

23/3,K/9 (Item 9 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1497403 Supplier Number: 01497403 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Stream to offer corporate buyers a one-stop-shop plan

(Stream International will offer one-stop shopping to its corporate buyers for multivendor applications, documentation and support services)

Computer Reseller News, n 684, p 12

May 20, 1996

DOCUMENT TYPE: Journal ISSN: 0893-8377 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 552

ABSTRACT:

...multivendor applications, documentation and support services. The Custom Desktop program will collect all volume-licensed **products** from **multiple vendors**. If a licensing problem occurs, then Stream will **negotiate** on behalf of its customer. The program also will expedite **product** roll-outs and upgrades with an automated installation procedure that is initiated from an icon...

23/3,K/10 (Item 10 from file: 9)

DIALOG(R)File 9:Business & Industry(R)

(c) 2003 Resp. DB Svcs. All rts. reserv.

1218896 Supplier Number: 01218896

ALUMINIUM EXTRUSIONS - IN BETTER SHAPE

(India's reduction in excise taxes on aluminum industry has led to 66% increase in sales in 6 mos following 9/94)

Capital Market, p 42

June 18, 1995

DOCUMENT TYPE: Journal; Industry Overview (India)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...The government has further reduced the excise duty to 15 percent. To manufacture value added **products** for newer applications, **many manufacturers** are entering into tie-ups with foreign companies. Sudal

Industry is **negotiating** with Reynolds of Germany and Orissa Extrusion with Hydro of Norway for a possible tie...

23/3,K/11 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

02538419 117543155

Why managers do what they do

Sashittal, Hemant C; Jassawalla, Avan R

Management Decision v36n8 PP: 533 1998

ISSN: 0025-1747 JRNL CODE: MGD

WORD COUNT: 6258

...TEXT: managing interfunctional interfaces. The meaning emerged from social interactions within a somewhat unique environmental context. **First**, every **customer** required modifications in the marketing plan, including **changes** in **product** features and re- **negotiated** prices, delivery schedules and installation, and service agreements. Each customer therefore required accommodations from R...

23/3,K/12 (Item 2 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning: All rts. reserv.

02271910 86923264

Preconditions and dynamics of logistics networks in the Dutch building industry

Voordijk, Hans

Supply Chain Management v4n3 PP: 145 1999

ISSN: 1359-8546 JRNL CODE: SCMG

WORD COUNT: 6433

...TEXT: Tendering, in combination with the one-off nature of a building project, means that several **bilateral** contracts are **negotiated** between the contractor or architect and one of the **suppliers**. **Many** problems occur because parties differ from one another in volume, market environment, and culture. Lack...

23/3,K/13 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01907327 05-58319

The World Trade Organisation ministerial: Setting priorities for the twenty-first century

Hunter, Janet L

European Business Journal v11n3 PP: 146-149 1999

ISSN: 0955-808X JRNL CODE: EUB

WORD COUNT: 1930

...ABSTRACT: the Union address, President Bill Clinton called for the launching of a new round of **multilateral** trade **negotiations** at the WTO ministerial in late November. In fact, last year the European Union and **many** other members of the WTO had already begun urging a comprehensive round of trade negotiations, the so...

...TEXT: the Union address, President Bill Clinton called for the launching

of a new round of **multilateral** trade **negotiations** at the WTO ministerial in late November. In fact, last year the European Union and **many** other **members** of the WTO had already begun urging a comprehensive round of trade negotiations, the so...

23/3,K/14 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01870615 05-21607

Bargaining power in buyer-supplier relationships

Dowlatshahi, Shad

Production & Inventory Management Journal v40n1 PP: 27-35 First Quarter 1999

ISSN: 0897-8336 JRNL CODE: PIM

WORD COUNT: 6424

...TEXT: suppliers dominate the market and largely dictate economic terms.

In the case of a few **buyers** and **multiple suppliers**, **buyers** attempt to force prices down, **bargain** for higher quality **products** or services, or play one **supplier** against **another**. The **buyers**' power increases if **switching** costs are low, buyers have full information, and buyers use their potential to backwardly integrate...

... of few buyers and multiple suppliers. Suppliers' power increases if few substitutes exist for suppliers' **products** and services, suppliers' **products** are differentiated or **switching** costs are high, and suppliers threaten forward integration [35].

EVALUATION OF BUYER-SUPPLIER RELATIONSHIPS WITH...

23/3,K/15 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01799936 04-50927

Seller beware

Hurley, Hanna

Telephony v236n13 PP: 29 Mar 29, 1999

ISSN: 0040-2656 JRNL CODE: TPH

WORD COUNT: 653

...TEXT: auction increases inventory turns, and an exchange promotes market liquidity.

An aggregator is a one- **stop** shopping venue that streamlines purchasing by concentrating **product** catalogs for a buyer group. Arbinet is one example of an aggregator in telecom. Arbinet...

23/3,K/16 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01781405 04-32396

International multilateral negotiations and social networks

Money, R Bruce

Journal of International Business Studies v29n4 PP: 695-710 Fourth

Quarter 1998
ISSN: 0047-2506 JRNL CODE: JIB
WORD COUNT: 6802

...TEXT: such as interpersonal attractiveness of other parties.

Unit of analysis. The unit of analysis in **multilateral negotiation** should be considered at three levels. The **first** is the **individual** person who does the negotiating. The second is the organization that the person represents: A...

23/3,K/17 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01765043 04-16034
Level 3 crows about IP voice, fire-sale prices
Greene, Tim
Network World v16n4 PP: 1, 91 Jan 25, 1999
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 707

...ABSTRACT: would not say exactly what it will charge for the IP long-distance service, but **many** corporate **customers** already **negotiate** circuit- **switched** long-distance contracts for as little as 4 to 5 cents per minute. Twenty percent...

23/3,K/18 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01759104 04-10095
Serviceable solutions to all-out chaos
Varley, Peter
Supply Management v4n1 PP: 17 Jan 7, 1999
ISSN: 1362-2021 JRNL CODE: SMTG
WORD COUNT: 873

...TEXT: provided service is between 12 and 18 months. And he advises allowing sufficient time to **switch negotiations** to **another supplier**

Transparency of the cost structure of a proposal is also essential. Only if the facts...

23/3,K/19 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01743734 03-94724
Bill Fairfield
Hausman, Eric
Computer Reseller News n817 PP: 141 Nov 16, 1998
ISSN: 0893-8377 JRNL CODE: CRN
WORD COUNT: 1030

...TEXT: wave among rivals that will give large channel players additional

leverage in their dealings with **many** vendors .

Fairfield believes the deal will push vendors to **change** the way they **negotiate** with the entire channel in the future.

Fairfield has a lot riding on the highstakes...

23/3,K/20 (Item 10 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01743203 03-94193

Standing on its head: The problem of future claimants in mass tort class actions

Gaston, Jeremy

Texas Law Review v77n1 PP: 215-258 Nov 1998

ISSN: 0040-4411 JRNL CODE: TRX

WORD COUNT: 27129

...TEXT: Y. TIMES, Sept. 11, 1997, at A1 1 (detailing allegations that a law firm reduced **many** of its **clients** ' demands in order to keep an aggregated settlement within a previously **negotiated** amount).

123. This **change** in procedure should reduce the error costs" associated with a court's incorrect approval of...

23/3,K/21 (Item 11 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01598816 02-49805

Trans-organizational innovation: A framework for research

Millar, Jane; Demaid, Adrian; Quintas, Paul

Technology Analysis & Strategic Management v9n4 PP: 399-418 Dec 1997

ISSN: 0953-7325 JRNL CODE: TAS

WORD COUNT: 8994

...TEXT: and contextual influences) produces relevant product design knowledge in collaboration with a community populated by **individuals** with different areas of expertise, influenced by different cultures, and operating in diverse contexts, depends critically on knowledge **interchange** . **Negotiation** during the **product** design process requires that each member of the community assumes the role of novice in...

23/3,K/22 (Item 12 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01523553 01-74541

Bidding behavior

Bodington, Jeff

Independent Energy v27n8 PP: 32-35 Oct 1997

ISSN: 1043-7320 JRNL CODE: IEN

WORD COUNT: 2101

...TEXT: the bidder lowers the price for various reasons.

One of the principal goals of the **auction** process is to reduce the issues a seller must consider when selecting a favored bidder...

... proposed. If terms begin to erode during closing, the direct costs and the loss in **negotiating** position associated with **switching** to **another buyer** can be substantial.

The bids and closing values for four projects are graphed in Figure...

23/3,K/23 (Item 13 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01486962 01-37950

What's really new about multimedia

Hillinger, Michael L

Training & Development v51n8 PP: 46-55 Aug 1997

ISSN: 1055-9760 JRNL CODE: STD

WORD COUNT: 2571

...TEXT: to rely on spatial movement. For example, while watching a video of two groups in **negotiation**, you could **stop** at different points and click on the images of **different participants** to hear them speak.

The real power

Though it's easy to describe individual links...

23/3,K/24 (Item 14 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01483395 01-34383

A case study of strategic engineering decision making using judgmental modeling and psychological profiling

Naude, Pete; Lockett, Geoff; Holmes, Kevin

IEEE Transactions on Engineering Management v44n3 PP: 237-247 Aug 1997

ISSN: 0018-9391 JRNL CODE: IEE

...ABSTRACT: projects to allocate to the identified process. The decisions were complicated by the fact that **different members** of the management team were responsible for different elements of the decision. There was extensive **interchange** and **negotiation** between these various parties throughout the decision-making process, and for both decisions the use...

23/3,K/25 (Item 15 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01418844 00-69831

Local competition: The long wait

Thyfault, Mary E

Informationweek n626 PP: 87-91 Apr 14, 1997

ISSN: 8750-6874 JRNL CODE: IWK

WORD COUNT: 1535

...TEXT: because carriers are responding at least to the threat, if not the

reality, of competition.

Many large customers are negotiating contracts that include switched voice services costing 5 cents to 5.5 cents a minute, down from 6.5...

23/3,K/26 (Item 16 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01408097 00059084

A machine-learning approach to automated negotiation and prospects for electronic commerce

Oliver, Jim R

Journal of Management Information Systems: JMIS v13n3 PP: 83-112 Winter 1996/1997

ISSN: 0742-1222 JRNL CODE: JMI

WORD COUNT: 9174

...TEXT: started to bundle modems into new PCs; the consumer no longer needs to purchase these **separately**. If the **consumer**'s DSS already knows about both PCs and modems. relatively minor **changes** are required; the **bargaining** space must be modified to include this new possibility. A second, more complicated case is...

23/3,K/27 (Item 17 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01399919 00050906

Pricing strategies for flat-rolled

Schriefer, John

Iron Age New Steel v13n3 PP: 44-47 Mar 1997

ISSN: 0897-4365 JRNL CODE: IAM

WORD COUNT: 2275

...TEXT: revenue, he says.

Price protection for OEMs

Because of price swings in the spot market, **many buyers** prefer to iron out the **changes** by **negotiating** for price protection. Nucor generally eschews contract sales because that means charging different prices to **different customers**, Correnti says. But "5-7 percent of what we sell a year is on contracts...

23/3,K/28 (Item 18 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01375059 00-26046

Amex sees 10% spending hike

Barker, Julie

Successful Meetings v46n2 PP: 43 Feb 1997

ISSN: 0148-4052 JRNL CODE: SMM

WORD COUNT: 606

...TEXT: this strategy, yo have to centralize meeting buying. Amex says

most companies have dozens of **individuals** in **different** departments buying meeting components, but no one tracking group travel spending. That must **change** to permit **negotiations** with hotels and airlines based on volume of business.

Use zone airfares for

meetings in...

23/3,K/29 (Item 19 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01315830 99-65226

Smart shopping

Corbin, Lisa

Government Executive v28n10 PP: 41-46 Oct 1996

ISSN: 0017-2626 JRNL CODE: GOV

WORD COUNT: 2156

...TEXT: an emphasis on preventing the misspending of taxpayer money-to providing customers with better quality **items** faster and cheaper.

Nowhere has **change** been more evident than in the multiple-award schedule (MAS) program, in which the FSS **negotiates** and awards contracts to **multiple vendors** of comparable **products** and services at varying prices. Ordering has been simplified to reduce paperwork and speed purchases...

23/3,K/30 (Item 20 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01309845 99-59241

Team Manager boosts Exchange

Heck, Mike

InfoWorld v18n42 PP: 99 Oct 14, 1996

ISSN: 0199-6649 JRNL CODE: IFW

WORD COUNT: 985

...TEXT: start by entering several activities using the Task page and assign each job to a **different person**. The recipient has the option of accepting the assignment or **negotiating a change**, such as a deadline extension, by return e-mail. Likewise, each team member can add...

23/3,K/31 (Item 21 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01291403 99-40799

Tariff uncertainty keeps pricing soft

McElligott, Suzanne

Chemical Week China Supplement PP: S10-S12 Aug 28-Sep 4, 1996

ISSN: 0009-272X JRNL CODE: CEM

WORD COUNT: 1497

...TEXT: f Taiwan and Korea, although that was heavily discounted as buyers

watched end-use prices **drop** . Secondquarter EG pricing **negotiations** settled much lower, with buyers looking to secure material for \$620/m.t. **Many** polyester **manufacturers** in Asia have cut back operating rates, and some Chinese operations have shut completely.

Three...

23/3,K/32 (Item 22 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01270249 99-19645

A direct deal

Stankevich, Debby Garbato

Discount Merchandiser v36n8 PP: 55 Aug 1996

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 793

...TEXT: expect the president and vice president of a manufacturer to go to a retailer and **negotiate** directly. Local salespeople maintain programs, but they are not selling any new **products** ."

When a **vendor** enters **another** cultural realm, however, the role of local salespeople **changes** dramatically, with salespeople and not the vendor having a thorough understanding of what a market...

23/3,K/33 (Item 23 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01260347 99-09743

Fighting back on fees

Richardson, Portia

Institutional Investor v30n7 PP: 27 Jul 1996

ISSN: 0020-3580 JRNL CODE: IL

WORD COUNT: 604

...ABSTRACT: 125 to 175 basis points. Small companies are moving to rein in their fees by **negotiating** or even **switching** providers. As long as they are looking for **another vendor** , some companies change tactics completely and opt for a discount provider. Other providers are jumping...

23/3,K/34 (Item 24 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01247715 98-97110

Electric reform in Great Britain: An imperfect model

Thomas, Steve

Public Utilities Fortnightly v134n12 PP: 20-25 Jun 15, 1996

ISSN: 1078-5892 JRNL CODE: PUF

WORD COUNT: 4235

...TEXT: a half-hourly basis. The first year after opening up this market was chaotic. Nevertheless, **many consumers** did **change** suppliers or **negotiate** lower prices. The practical problems can likely be sorted out in the long term. The...

23/3,K/35 (Item 25 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01171543 98-20938

When should an offer stick? The economics of promissory estoppel in preliminary negotiations

Katz, Avery

Yale Law Journal v105n5 PP: 1249-1309 Mar 1996

ISSN: 0044-0094 JRNL CODE: YLJ

WORD COUNT: 30114

...TEXT: may change. New opportunities may arise, or they may discover new information relevant to the **bargain**. For example, after a buyer and seller agree on a sale, a **second buyer** with a more valuable use for the **goods** may come along. Alternatively, the seller's production cost may increase unexpectedly, or the buyer...

23/3,K/36 (Item 26 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01124837 97-74231

Obtaining industry control: The case of the pharmaceutical distribution industry

Oswald, Sharon L; Boulton, William R

California Management Review v38n1 PP: 138-162 Fall 1995

ISSN: 0008-1256 JRNL CODE: CMR

WORD COUNT: 9035

...TEXT: the prescribing physician to suggests a comparable drug at less cost. Physicians' typically accepts the **change**, allowing Medco to **negotiate** better deals with the **manufacturer** of the **alternative** drug. Because of Medco's tactics, Bristol-Myers Squibb was able to grab 20 percent...

23/3,K/37 (Item 27 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01074865 97-24259

Auto agents unite to fight commission cuts

Stewart, Don

National Underwriter (Property & Casualty/Risk & Benefits Management)

v99n33 PP: 7, 16+ Aug 14, 1995

ISSN: 1042-6841 JRNL CODE: NUN

WORD COUNT: 1387

...TEXT: support is NAAA's planned early-warning system. Auto agents nationally will know quickly what **changes** -- **good** or bad--companies are making in any state that affect agents or their clients or...

23/3,K/38 (Item 28 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01055207 97-04601

Negotiating quality: The case of TQM in Royal Mail

Jenkins, Sarah; Noon, Mike; Lucio, Miguel Martinez

Employee Relations v17n3 PP: 87-98 1995

ISSN: 0142-5455 JRNL CODE: EMP

WORD COUNT: 5849

...TEXT: individually responsible for their performance and simultaneously internalize their commitment to achieving high quality performance.

Customer First represents the mechanisms by which widespread organizational **change** is **negotiated** in a seemingly neutral and non-controversial way. The discourse of the customer and the...

23/3,K/39 (Item 29 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01006519 96-55912

Textiles and apparel trade under the WTO

Jacobs, Brenda A

China Business Review v22n2 PP: 35, 37+ Mar/Apr 1995

ISSN: 0163-7169 JRNL CODE: CHB

WORD COUNT: 1904

...TEXT: or Article XIII of the WTO), under which a member country may refuse to recognize **another member**, so long as the two have not entered into **bilateral tariff negotiations** (see p.30).

The US government's chief textile negotiator, who is also a CITA...

23/3,K/40 (Item 30 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00976327 96-25720

A freer hand

Jensen, Melinda

Successful Meetings v43n10 PP: 106-117 Sep 1994

ISSN: 0148-4052 JRNL CODE: SMM

WORD COUNT: 2997

...ABSTRACT: perform set-up functions. Others have lowered union work rates. Whether there have been enough **changes** depends on who is asked. Jim Faultinek of the National Sporting **Goods** Association says that, besides work rule **changes** at McCormick Place in Chicago, he has noticed a totally new attitude among union officials...

23/3,K/41 (Item 31 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00898600 95-47992

Mapping the right routes after the decision to sell

Foster, Jonathan F

Mergers & Acquisitions v29n1 PP: 36-41 Jul/Aug 1994

ISSN: 0026-0010 JRNL CODE: MEA

WORD COUNT: 3526

...TEXT: when selecting the most effective private sale process. The three general private sale processes are **bilateral negotiations** with a likely buyer, discrete serial approaches to **several** potential **bidders**, and auctions. Each offers differing degrees of control, confidentiality, speed, and impact on the business...

23/3,K/42 (Item 32 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

00890790 95-40182

Rolling out new AIN services

Briere, Daniel D

Telephony v227n2 PP: 24-29 Jul 11, 1994

ISSN: 0040-2656 JRNL CODE: TPH

WORD COUNT: 3135

...TEXT: tied to switch-dependent programming.

To launch new features or a new service, carriers must **negotiate** with **switch** manufacturers for the new AIN software delivery. So, if a carrier has multiple switches in a network, new service provisioning means dealing with **several manufacturers**.

This scenario results in incompatible AIN call models (0.0, 0.1, 0.2), switch...

23/3,K/43 (Item 33 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

00872295 95-21687

Grappling with changes in retail

Chanil, Debra

Discount Merchandiser v33n7 PP: 28-37+ Jul 1993

ISSN: 0012-3579 JRNL CODE: DMD

WORD COUNT: 2889

...TEXT: of-all-trades to a specialist concentrating on both price and quality," says a senior **buyer**.

Another buyer claims, "I now have to be a **merchandiser** and salesman to our own customers." " **Negotiations** have definitely become more of a partnership issue," says a senior vice president. Buyers also see a downside to these **changes**. One admits, "I have become less of a **merchandiser** and more of a financial problem-fixer. I spend too much time following up orders..."

23/3,K/44 (Item 34 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

00860471 95-09863

What should loan pricing software do for you?

Altenbernd, Mark

Commercial Lending Review v9n2 PP: 80-84 Spring 1994
ISSN: 0886-8204 JRNL CODE: CLV
WORD COUNT: 1648

...TEXT: of the loan pricing process is absolutely essential.

Loan pricing systems must respond to frequent **changes** in the **negotiating** environment; include all variables that affect profitability (even factors that are not at issue for the **customer**); present **alternatives** to the banker in language that the banker uses; and help the banker see the **trade** -offs among the different elements of the loan's price.

LENDERS NEED QUICK, FLEXIBLE PRICING...

23/3,K/45 (Item 35 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00860091 95-09483

Investment managers look to outsourcing

Tyniec, Jack W

Best's Review (Life/Health) v95n1 PP: 98-99 May 1994

ISSN: 0005-9706 JRNL CODE: BIH

WORD COUNT: 1035

...TEXT: at an attractive cost. Outside vendors usually are able to move quickly with new investments, **products** or services because, in many cases, they have completed a similar project for **another client**. Also, a set cost structure is **negotiated** in advance so there are few surprises. Performance and quality standards, including an established monitoring...

23/3,K/46 (Item 36 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00845675 94-95067

The nuts and bolts

Anonymous

Restaurant Business Brand Power Supplement PP: 44-55 Mar 20, 1994

ISSN: 0097-8043 JRNL CODE: RTB

WORD COUNT: 2402

...ABSTRACT: of branding include image enhancement and improved food costs. Paul Lucas of McGuffey's said **negotiating** power **changes** with the size of an operation. However, **many manufacturers** have empowered their field salesforce to negotiate branding relationships with operators. Brand users agree that...

23/3,K/47 (Item 37 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00817030 94-66422

Visual aids

Reynolds, Will

Successful Meetings v42n12 (Part 1) PP: 115-117 Nov 1993

ISSN: 0148-4052 JRNL CODE: SMM

WORD COUNT: 1522

...TEXT: all components and expectations are included in the agreement. Get it in writing.

* Guarantee pricing. **Many** audiovisual **vendors** state that pricing quotes are **good** for 30 days. While you are still **negotiating** to choose your audiovisual vendor, make it clear that all pricing is for the day...

23/3,K/48 (Item 38 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00810305 94-59697

Combining activity-based costing and process mappings: A practical study

Amsler, B M; Busby, J S; Williams, G M

Integrated Manufacturing Systems v4n4 PP: 10-17 1993

ISSN: 0957-6061 JRNL CODE: ING

WORD COUNT: 4617

...TEXT: parts takes place.

From time to time there might be the need to introduce a **change** : perhaps because the engineering department has improved the design of the **product** , or because a new supplier offers the same part at a lower price. When a **change** of this kind occurs, additional work is necessary on the part of Purchasing. The supplier...

23/3,K/49 (Item 39 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

00781112 94-30504

Infrastructure for rural schools

Safra, Martine; Yelland, Richard

OECD Observer n184 PP: 17-20 Oct/Nov 1993

ISSN: 0029-7054 JRNL CODE: OED

WORD COUNT: 2002

...TEXT: by no means easy to apply consistent planning over a sufficiently large area, since any **change** entails lengthy **negotiations** with **numerous individuals** and institutions. In Sweden the local authorities have very broad powers, taking in education. The...

23/3,K/50 (Item 40 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00755660 94-05052

Don't fight - Negotiate

Kaine, Jack W

Association Management v45n9 PP: 38-43 Sep 1993

ISSN: 0004-5578 JRNL CODE: AMG

WORD COUNT: 2790

...TEXT: an explosion.

SEVEN RULES

RULE 1: AVOID ESCALATING A CONFLICT. The first task of a **good negotiator** is to avoid escalating a conflict. The **person** who speaks **first** sets the tone of the **negotiation**, and it is much easier to set a positive tone at once than to overcome a bad start. A **good** negotiation requires that the parties share information to **change** the relationship, and when people are angry or do not trust one another, they communicate...

23/3,K/51 (Item 41 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00752983 94-02375

New residual issues challenge lessors

Kruglinski, Anthony D

Railway Age v194n6 PP: 54-60 Jun 1993

ISSN: 0033-8826 JRNL CODE: RAA

WORD COUNT: 1657

...TEXT: assurance of specific car-hire payments at the end of the year 2000.

Put yet **another** way, third- **party** compensation for use of my car (or my lessee's car if I'm the owner and the lessee is using the car in the **interchange** system) will be **negotiated** rather than prescribed by rules between the owner and the using railroads after December 31...

23/3,K/52 (Item 42 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00752323 94-01715

Currency risk management strategies for contracting with Japanese suppliers

Carter, Joseph R; Vickery, Shawnee K; D Itri, Michael P

International Journal of Purchasing & Materials Management v29n3 PP: 19-25 Summer 1993

ISSN: 0094-8594 JRNL CODE: JPR

WORD COUNT: 4456

...TEXT: accept payment in U.S. dollars. This fee can be either explicitly set during contract **negotiation** by both parties or implicitly added to the **item** cost by the **supplier**.

Another passive **alternative** available to a U.S. importer is one that moderates the effects of currency fluctuations...

... is used by the buyer and supplier to more accurately predict the price of the **item** and protect against extreme **changes** in currency values.

Two risk sharing scenarios are common: In the first, any increase or...

23/3,K/53 (Item 43 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00747276 93-96497

Programmers pursue change control

Vacca, John

Software Magazine v13n12 PP: 41-52 Aug 1993

ISSN: 0897-8085 JRNL CODE: SMG

WORD COUNT: 3970

...TEXT: change management process. The change system administrator or project leader can quote this document when **negotiating** with new **change control clients**."

Another product positioning in the integrated **change** control market is TeamTools from TeamOne Systems, Inc., Sunnyvale, Calif. " **Products** like TeamTools can make the whole process of **change** control completely electronic," said Patrick McGill, vice president of marketing. The **product** is said to automatically provide file versioning, configuration versioning, release control and **change** trackig. McGill said TeamTools also provides the ability to create a process model that handles...

23/3,K/54 (Item 44 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00738643 93-87864

Incentives and cost containment in primary care physician reimbursement

Cave, Douglas G

Benefits Quarterly v9n3 PP: 70-77 Third Quarter 1993

ISSN: 8756-1263 JRNL CODE: BFQ

WORD COUNT: 4014

...TEXT: found in many health services research studies: A few members incur very high costs, and **many** other **members** incur little or no medical costs.

To protect themselves from the random risk of enrolling the very high-cost users, both physician groups **negotiate** a **stop** -loss level(L) with the HMO. The random risk area is represented by the area...

23/3,K/55 (Item 45 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00658989 93-08210

Retail Buying in the United Kingdom

Swindley, David

Service Industries Journal v12n4 PP: 533-544 Oct 1992

ISSN: 0264-2609 JRNL CODE: SIJ

WORD COUNT: 3126

...TEXT: 100 per cent in fashion clothing and 50-60 per cent in grocery retailing and **many retailers** make extensive use of exclusive labels.

The implication of own label for the buyer's role is a **change** of emphasis from **negotiating** the best deal for 'off the shelf' products to a range of marketing and buying...

23/3,K/56 (Item 46 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00657384 93-06605

Smarts Prevail in an Era of Doubtsourcing

Halper, Mark

Computerworld v27n1 PP: 8-10 Dec 28, 1992/Jan 4, 1993

ISSN: 0010-4841 JRNL CODE: COW

WORD COUNT: 624

...TEXT: prudent users. Fred Cisewski, Bank South's MIS director, says the bank was able to **negotiate changes** with IBM because of change provisions written into the original contract. **Another** Doubtsourcing, IBM **customer**, Eastman Kodak Co., also has review clauses in its contract, enabling it to alter its...

23/3,K/57 (Item 47 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00642700 92-57640

1992 Gas Utility Executives' Forum: Retail Gas Pricing

Anonymous

Public Utilities Fortnightly v130n7 PP: 49-66 Oct 1, 1992

ISSN: 0033-3808 JRNL CODE: PUF

WORD COUNT: 11096

...TEXT: per thousand cubic feet (Mcf) in 1984 to \$5.82 per Mcf last year. How **many** other **consumer goods** have dropped in price since 1984? Natural gas is a **bargain** for residential and small commercial users, and they are responding by switching to gas. We...

23/3,K/58 (Item 48 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00641203 92-56143

GATT and FTAs: No Longer Foes

Smith, Michael B.

International Business v5n10 PP: 86 Oct 1992

ISSN: 1054-1748 JRNL CODE: NAI

WORD COUNT: 885

...ABSTRACT: the agreement's participants and those GATT members not involved. FTAs are much easier to **negotiate** that **multilateral** agreements. In addition, FTAs are cleaner than multilateral agreements. In traditional GATT negotiations, the need to reach consensus among so **many participants** tends to cause them to settle at the lowest common denominator, a less-than-perfect...

23/3,K/59 (Item 49 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00595125 92-10298

Liberalization on Pace

Reed, Arthur

Air Transport World v29n2 PP: 62-67 Feb 1992

ISSN: 0002-2543 JRNL CODE: ATW
WORD COUNT: 2361

...TEXT: liberalization is implemented."

Liberalization is so different from anything that had happened before that some **individual** EC nations' **first** reactions were negative. But things are moving gradually. Slow progress has been evident on the EC's desire to conduct **bilateral negotiations** with foreign governments

23/3,K/60 (Item 50 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00588173 92-03346
Japan's Next Retail Revolution
Anonymous
Economist v321n7738 PP: 79-80 Dec 21, 1991-Jan 3, 1992
ISSN: 0013-0613 JRNL CODE: ECT
WORD COUNT: 1042

...ABSTRACT: s retail laws will be revised through the abolition of resale price maintenance (RPM). The **changes** are expected to break up retailing cartels, lower prices, and **change** the way new **products** are released. Most Japanese retailers want to keep RPM, but an increasing number of Japanese...

... Japan. First, the likely proliferation of discount stores should give people the same kind of **bargains** in Japan that they have found shopping abroad. **Second**, Japanese **manufacturers** will be forced to **stop** producing the bewildering number of **products** they introduce each year.

23/3,K/61 (Item 51 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00107696 80-01551
Apricots for Ammonia-Barter, Clearing, Switching, and Compensation in International Business
Weigand, Robert E.
California Management Review v22n1 PP: 33-41 Fall 1979
ISSN: 0008-1256 JRNL CODE: CMR

ABSTRACT: East Bloc and developing nations often use forms of non-money **trade** and businesses hoping to have dealings with them must understand such **trade**. Barter, or swapping, involves the exchange of goods or services between two parties with no...

...span with payment in 'clearing dollars'. The exchange rate between the two nations is then **negotiated**. Under **switching** the work of completing a bilateral **trade** deal is rested on a third party. Compensation arrangements provide for one **party** to help **another party** enter a certain kind of business in return for a payment for his efforts. These forms of **trade** are favored by East Bloc and developing nations because they produce no hard currency shortages...

23/3,K/62 (Item 52 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)
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00083361 78-17694

How to Use Insurance Arrangements to Increase Cash Flow on Sale of Stock

Bazzle, Kenneth L.

Estate Planning v5n6 PP: 358-362 Nov. 1978

ISSN: 0014-1216 JRNL CODE: ESP

...ABSTRACT: potential gain upon resale is lessened. Disadvantages with the cross-purchase agreement include the constant **changes** required in the **negotiations** among more than **several individual** shareholders, and age disparity with corresponding differences in insurance premium costs among the respective shareholders...

23/3,K/63 (Item 53 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00060754 77-13149

PARTICIPATION BY AGREEMENT

ROBERTS, B. C.

LLOYDS BANK REVIEW N125 PP: 12-23 JUL 1977

ISSN: 0024-547X JRNL CODE: LBR

ABSTRACT: THE MAJORITY REPORT OF THE BULLOCK COMMITTEE PROPOSES TO BRING ABOUT INDUSTRIAL DEMOCRACY BY LETTING **TRADE** -UNIONS APPOINT TO A SINGLE-TIER BOARD A NUMBER OF DIRECTORS FROM THEIR RANKS EQUAL...

... THIS PROPOSAL WOULD CREATE A CONFLICT OF INTEREST WHICH WOULD INTERFERE WITH THEIR TRADITIONAL COLLECTIVE- **BARGAINING** ROLE. IT WOULD **CHANGE** THE INDEPENDENT AND ADVERSARIAL ROLES OF THE UNION. MANAGEMENT FEELS THAT SUCH A PLAN WOULD...

... TIER BOARD WITH ONE-THIRD OF THE DIRECTORS OF THE SUPERVISORY BOARD ELECTED BY UNION **MEMBERS** . AN **ALTERNATIVE** APPROACH HAS BEEN SUGGESTED IN THE FORM OF PARTICIPATION AGREEMENTS IN WHICH UNION AND MANAGEMENT...

23/3,K/64 (Item 1 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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07370005 Supplier Number: 59541513 (USE FORMAT 7 FOR FULLTEXT)

Chicago show breaks records.

Petty, Colin

Housewares (UK), p28

March, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1054

... space in the McCormick complex.

For key buyers, Chicago has become less of a new **product** showcase, and more of a range review and **negotiation** event. **Many** US **manufacturers** have **switched** their **product** launches to the San Francisco show in April, reasoning that there's no point in...

23/3,K/65 (Item 2 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06806829 Supplier Number: 57560803 (USE FORMAT 7 FOR FULLTEXT)

US-China Business Council Hails WTO Accord.

PR Newswire, p4574

Nov 15, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 468

... in the weeks to come."

Council President Robert Kapp noted that, once China concludes similar **bilateral negotiations** with **several** other WTO **members**, the way will be open for China's accession to full WTO membership, a goal...

23/3,K/66 (Item 3 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06785885 Supplier Number: 56184863 (USE FORMAT 7 FOR FULLTEXT)

OPEN FOR BUSINESS. (digital interactive television ready in United Kingdom)

Cook, Richard

Campaign, p34

Sept 24, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1861

... the service at all." The Woolworths Entertainment range has been increased to more than 300 **products** for the September launch.

Iceland

Iceland was the **first retailer** to get involved with British Interactive Broadcasting, opening **negotiations** in November 1998. "We felt at the beginning that there was much more potential in..."

23/3,K/67 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06759067 Supplier Number: 56918237 (USE FORMAT 7 FOR FULLTEXT)

InsWeb Corporation Reports Third Quarter Results.

PR Newswire, p9527

Oct 26, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 2400

... No. 1 in each of the three consumer profiles evaluated by Gomez Advisors: the

One- **Stop** Shopper, **Bargain** Hunter, and **First -Time Buyer** .

About InsWeb

InsWeb, the leading online insurance marketplace (
<http://www.insweb.com>), helps consumers save...

23/3,K/68 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

06756520 Supplier Number: 56748535 (USE FORMAT 7 FOR FULLTEXT)

Collective Force; A new breed of savvy consumer is emerging, stripping manufacturers of the upper hand in the buying-selling relationship.

Spurred by developments on the Internet which enable customers to exercise collective bargaining power, and a Government scourge on overpricing, consumers are forcing marketers to do what they have promised all along to do- listen to them.

Killgren, Lucy

Marketing Week, p26(1)

Oct 21, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1464

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...before. If you buy an apple then you know within seconds whether you have a **good** buy or not. But if you buy a pension or **change** your telecoms or gas supplier you may not know for years whether you've made...

23/3,K/69 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

06743317 Supplier Number: 56576794 (USE FORMAT 7 FOR FULLTEXT)

InsWeb Ranked No. 1 Insurance Site by Gomez Advisors. (part 2).

PR Newswire, p0677

Sept 2, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 722

... No. 1 in each of the three consumer profiles evaluated by Gomez Advisors: the One- **Stop** Shopper, **Bargain** Hunter, and **First** -Time **Buyer**

With this No. 1 ranking, InsWeb joins a select group of leading Internet companies also...

23/3,K/70 (Item 7 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

06727652 Supplier Number: 56451786 (USE FORMAT 7 FOR FULLTEXT)

Indus International Delivers World Class Indus eCommerce Server Solution.

PR Newswire, p1517

Oct 18, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 697

... eCommerce Server also increases customer retention and loyalty by improving response times, reducing costs simplifying **negotiations** and accelerating deployment. Consolidation of **multiple** **supplier** catalogs offers businesses a standardized "one **stop** " approach to purchasing **goods**

and services, eliminating the need to visit multiple locations to complete time-critical procurement activities...

23/3,K/71 (Item 8 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06662151 Supplier Number: 55862957 (USE FORMAT 7 FOR FULLTEXT)

Intraware Expands Business-to-Business E-Marketplace for IT Professionals, and Establishes Partner Relationships With Hewlett Packard, Macromedia and Novell.

PR Newswire, p3283

Sept 27, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1239

... enhancing the entire site's navigation and search features to help customers quickly locate specific **products** and information, Intraware has developed new personalized price books that enable **customers**, for the **first** time, to purchase software online according to **negotiated** price agreements. Intraware has also added new customer relationship features that enable customers to view...

23/3,K/72 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

06502069 Supplier Number: 55213330 (USE FORMAT 7 FOR FULLTEXT)

Average Pay Hike in Chem Industry at Record Low.

Comline Chemicals & Materials, p990712100006

July 12, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 223

... surveyed by the Japan Federation of Employers Association; however, the reason for this is that **many** pharmaceutical **manufacturers** have **switched** to inside salary **negotiations** so were not included in the statistics for the chemical industry.

Within the industry the...

23/3,K/73 (Item 10 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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06218725 Supplier Number: 54205892 (USE FORMAT 7 FOR FULLTEXT)

Canada Pension Plan fix won't be the last.

Robson, William

National Post, v1, n99, pD5(1)

Feb 20, 1999

Language: English Record Type: Fulltext

Document Type: Newspaper; Trade

Word Count: 982

... it into a pork-barrel. Every market swing, and every hint of politicization, will make **many** **participants** wonder if they could do

better on their own.

Another is that the reforms established a three-year cycle for reviewing the CPP, **negotiating changes**, and legislating them. The release of the 17th Actuarial Report at the end of 1998...

23/3,K/74 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

06184098 Supplier Number: 54068792 (USE FORMAT 7 FOR FULLTEXT)
Striking a Balance.
SACCOMANO, ANN
Traffic World, v257, n10, p23(1)
March 8, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1803

... deadlines when a certain eagerly awaited, science-fiction epic is scheduled to open in theaters.

Another USF Logistics **client** is Alberto Culver, maker of personal grooming **products**. Alberto Culver began **negotiating** with the facility when it was still the InterAmerican Group. It signed the contract with...

23/3,K/75 (Item 12 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06133071 Supplier Number: 53881336 (USE FORMAT 7 FOR FULLTEXT)
Timken cites market conditions for shelving \$110AM project.
SACCO, JOHN E.
American Metal Market, v107, n27, p1(1)
Feb 10, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 246

... for a new tube mill to expand its steel manufacturing capabilities and widen its tubing **product** line (AMM, April 23).

While Timken had made progress in **negotiating** with **several** states, equipment **suppliers** and union officials to determine whether to proceed with the proposed \$110-million project, the...

23/3,K/76 (Item 13 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

05965341 Supplier Number: 53247205 (USE FORMAT 7 FOR FULLTEXT)
Bill Fairfield -- Fairfield's Vanstar Deal Highlights His Ability To Overcome A Huge Challenge. (People)
Hausman, Eric
Computer Reseller News, p141(1)
Nov 16, 1998
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1031

... wave among rivals that will give large channel players additional leverage in their dealings with **many vendors** .

Fairfield believes the deal will push vendors to **change** the way they **negotiate** with the entire channel in the future.

Fairfield has a lot riding on the high...

23/3,K/77 (Item 14 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

05656158 Supplier Number: 50113887 (USE FORMAT 7 FOR FULLTEXT)

Wacker-Chemie: Moving onto the World Stage

Alperowicz, Natasha

Chemical Week, v160, n23, p23

June 17, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Magazine/Journal; Trade

Word Count: 2458

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...the angle of view. LC pigments are well suited for use in bank notes.

"The **product** [is unique] because it cannot be photocopied and because it **changes** color, depending on which angle the note is viewed from," says

Wacker. The single European...

23/3,K/78 (Item 15 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05632659 Supplier Number: 50063259 (USE FORMAT 7 FOR FULLTEXT)

New Release of Agile Workplace(TM) Offers First Publication of Product

Change Data to Multiple ERP Systems

PR Newswire, p608SFM054

June 8, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Newswire; Trade

Word Count: 1373

... the first simultaneous publication of change data to multiple enterprise resource planning (ERP) systems from **different vendors** . The more robust Agile ChangeCAST(TM) module in Agile Workplace version 4 publishes product configuration...

...leading ERP systems, making it the manufacturing market's first application that enables supply chain **trading** partners to conduct complex product **change negotiations** online. This collaborative environment vastly improves product development and manufacturing efficiency, and accelerates time to...

23/3,K/79 (Item 16 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

05404194 Supplier Number: 48199561 (USE FORMAT 7 FOR FULLTEXT)

Crafting a Good Software Contract Requires Some Extra Effort

Bazzoli, Fred

Health Data Management, p74

Jan, 1998

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1819

... consulting firm specializing in business management and technology. Information technology customers often face a distinct **change** in the purchasing process when they go from shopping for a **product** among **several vendors** to selecting one company and entering contract **negotiations** with it, says Bruce Lautzenhiser, a senior consultant for CTI.

'Early on, they usually see...

23/3,K/80 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

05132077 Supplier Number: 47834237 (USE FORMAT 7 FOR FULLTEXT)

Muscle Flexing

Cogswell, David

Travel Agent, p48

July 14, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1316

... the travel agent, plus they get to their overrides faster.' Better Value. Even without visible **changes** in **product** or operations, the company units should benefit from joining forces. 'Maupintour will be able to...

23/3,K/81 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05104881 Supplier Number: 47494319 (USE FORMAT 7 FOR FULLTEXT)

Wireless Industry Differs On Whether FCC Should Relax PCS Payment Terms

Washington Telecom News, pN/A

June 30, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 615

... struggling PCS carriers opposed any loosening up of the payment rules.

"The commission must not **change** the economic **bargain** struck by C- and F-block licensees in the **auction** --and especially must not reward imprudent and speculative bidders by granting them relief from their obligations," said BellSouth Corp. [BLS]. "In **many** cases, responsible **bidders** were deprived of the opportunity to acquire licenses because they were outbid by these 'winning...

23/3,K/82 (Item 19 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04759211 Supplier Number: 47003376 (USE FORMAT 7 FOR FULLTEXT)

UNO-VEN, UNION NEAR ACCORD

21st Century Fuels, v17, n1, pN/A

Jan 1, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 182

... extensive retraining and certification will occur."

While some of this training is necessary to implement **negotiated** workplace **changes**, some is required by the Occupational Safety and Health Administration, said Henderson.

"We won't know how **many members** are going to go back to work until we know if the contract is ratified...

23/3,K/83 (Item 20 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04751096 Supplier Number: 46993149 (USE FORMAT 7 FOR FULLTEXT)

OCAW, UNO-VEN NEAR AGREEMENT; SUN FACES IRE AT MARCUS HOOK

Octane Week, v11, n51, pN/A

Dec 23, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 379

... extensive retraining and certification will occur."

While some of this training is necessary to implement **negotiated** workplace **changes**, some is required by the Occupational Safety and Health Administration, said Henderson.

"We won't know how **many members** are going to go back to work until we know if the contract is ratified...

23/3,K/84 (Item 21 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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04642591 Supplier Number: 46829909 (USE FORMAT 7 FOR FULLTEXT)

Extras Turn Tapes Into Collectibles

Billboard, p63

Oct 26, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General

Word Count: 1014

... The specials are becoming another marketing ploy for suppliers who have already used cash rebates, **bargain** pricing, and free **merchandise** as **consumer** incentives. **Several** key **changes** have prompted the move.

First, low-priced hits and classic titles have pushed sell-through...

23/3,K/85 (Item 22 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

04620982 Supplier Number: 46797761 (USE FORMAT 7 FOR FULLTEXT)
Team Manager boosts Exchange
InfoWorld, p099
Oct 14, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 976

... start by entering several activities using the Task page and assign each job to a **different person**. The recipient has the option of accepting the assignment or **negotiating a change**, such as a deadline extension, by return e-mail. Likewise, each team member can add...

23/3,K/86 (Item 23 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04479834 Supplier Number: 46576466 (USE FORMAT 7 FOR FULLTEXT)
MIDCOM Announces Timetable for Network Strategy Completion; Former ALC Executives to Develop Network Plan.
Business Wire, p07291140
July 29, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 498

... long distance networks, including competitive access providers and local exchange carriers. MIDCOM is currently in **negotiations** with **several** major **switch vendors** for a combination of long distance and local platforms, as well as auxiliary network support...

23/3,K/87 (Item 24 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04477811 Supplier Number: 46573604 (USE FORMAT 7 FOR FULLTEXT)
APEC TRADE MINISTERIAL FOCUSES ON WTO AGENDA by Christopher B. Johnstone
JEI Report, v1996, n28, pN/A
July 26, 1996
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1304

... divisions within APEC over the WTO's proper future agenda and the timetable for additional **multilateral** trade **negotiations**. Japan and South Korea, for example, reportedly resisted efforts led by Hong Kong, Australia, Singapore and **several** other **member** economies to incorporate language into the Christchurch statement calling for immediate preparatory work in the...

23/3,K/88 (Item 25 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04059659 Supplier Number: 45908325 (USE FORMAT 7 FOR FULLTEXT)
ELECTRICALLY DRIVEN:Graver Points to Successful Integration
Membrane & Separation Technology News, v14, n3, pN/A

Nov 1, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 821

... 30%.

More flexible commercial policies regarding laboratory stacks and membrane sheets have also received a **good** response in the marketplace. A dozen new customers have taken advantage of these **changes** since the beginning of the year. Negotiations are at advanced stages with several customers for...

23/3,K/89 (Item 26 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

03646763 Supplier Number: 45146526 (USE FORMAT 7 FOR FULLTEXT)
NEW REPUBLICAN MAJORITIES IN CONGRESS THREATEN URUGUAY ROUND by B. Anne Craib

JEI Report, v199, n44, pN/A
Nov 18, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1880

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...have been strong supporters of free trade, in general, and the Uruguay Round, in particular, **several** influential **members** of the GOP have expressed reservations about voting on the pact this year. Despite strong pressure from the White House for quick action, opposition to the multilateral **trade** agreement by members of the incoming congressional leadership could lead Capitol Hill to delay official...

23/3,K/90 (Item 27 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02901125 Supplier Number: 43915313 (USE FORMAT 7 FOR FULLTEXT)
BULK BUYING AND THE NEW BREED OF DRUG REP
Marketletter, pN/A
June 21, 1993
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Newsletter; Trade
Word Count: 570

... adamant about getting a deal for the drugs it buys. When a company will not **negotiate**, Kaiser will buy the medicine from **another supplier**, but it notes that therapeutic substitutes are not always available. Approximately 150 **products** account for 75% of the company's total spending on pharmaceuticals, and while Kaiser doctors...

23/3,K/91 (Item 28 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02634174 Supplier Number: 43506195 (USE FORMAT 7 FOR FULLTEXT)

Now begins education of freshmen

American Metal Market, p18

Dec 7, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 855

... 103rd Congress, the Caucus will be active on steel trade cases, health care reform, the **multilateral** steel accord **negotiations** and environmental regulations that could affect steel.

As a result of the November elections, the Caucus has lost 33 good **members**, but **many** new representatives are expected to join. With all the new faces, those in the industry...

23/3,K/92 (Item 29 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02550605 Supplier Number: 43381048 (USE FORMAT 7 FOR FULLTEXT)

Japan is importing less aluminum scrap

American Metal Market, p4A

Oct 19, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 1375

... which prices of scrap and secondary aluminum have been determined by individual companies through individual **negotiations**.

This is partly because secondary aluminum **products** supplied to automakers, the biggest **buyers**, involved so **many** varieties and grades of aluminum.

On the positive side, the new developments will make the...

23/3,K/93 (Item 30 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02485759 Supplier Number: 43282848 (USE FORMAT 7 FOR FULLTEXT)

Industry mulls deep discounting's future

Drug Store News, v0, n0, p1

Sept 7, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1281

... the off-price industry will have to adapt to fundamental shifts in the way many **products** are bought and sold in this country. Led by Procter & Gamble, **many suppliers** are abandoning traditional dealmaking policies in favor of simple contract pricing **negotiated** in advance. Deep discounters queried by Drug Store News in recent months downplay the significance...

23/3,K/94 (Item 31 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02411947 Supplier Number: 43174193 (USE FORMAT 7 FOR FULLTEXT)

Steel firms benefit as Bethlehem drops lines

Crain's Cleveland Business, p3

July 26, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 442

... one of the largest players in the market.

Bethlehem said last January that it would **stop** producing these **products** and would attempt to sell the production plants. It has been unable to complete the...

23/3,K/95 (Item 32 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02339366 Supplier Number: 43067436 (USE FORMAT 7 FOR FULLTEXT)

FDA ALLOWS RECONDITIONING OF SOME SPORICIDIN PRODUCTS

Pesticide & Toxic Chemical News, v20, n32, pN/A

June 10, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 357

... parties to submit prehearing exchanges. July 1 was the new date.

Meanwhile also, EPA continued **negotiations** with **another** disinfectant **manufacturer**, Metrex Research Corporation, after vacating **stop** sales against the company's **products** and restricting comments on an 800 line to a specific batch (See May 20, Page...

23/3,K/96 (Item 33 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02235654 Supplier Number: 42916835 (USE FORMAT 7 FOR FULLTEXT)

Coastal ends sales to Hoogovens

International Coal Report, pN/A

April 15, 1992

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 190

A Hoogovens buyer said the tonnage would probably be replaced with high-vol from **another** US **supplier**, but no decision had been made yet. As of this week, Hoogovens is "pretty close to concluding" its **negotiations**, with no big **changes** in the supply lineup, the buyer said. Former supplies of German coal will likely be...

23/3,K/97 (Item 34 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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01855663 Supplier Number: 42350949 (USE FORMAT 7 FOR FULLTEXT)

Where's my buyer?: Vendors, dealers ponder pros, cons of nomadic merchandisers

National Home Center News, v0, n0, p1

Sept 9, 1991

Language: English Record Type: Fulltext
Article Type: Industry overview
Document Type: Magazine/Journal; Trade
Word Count: 1552

... their programs equitably to all dealers. But Sauder of Sauder Woodworking echoed the opinion of **many** dealers and **suppliers** that buyer **switching** keeps all **negotiating** parties on the up and up.
Deal-making isn't dying because buyers are changing...

23/3,K/98 (Item 35 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01558876 Supplier Number: 41909056 (USE FORMAT 7 FOR FULLTEXT)
DEC Melds Integration, Outsourcing Operations
Computer Systems News, p1
March 4, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 753

... N.Y., as an example. That deal, Scarborough said, was brought in by EIS but **negotiated** by **Customer Services**.

Another change for DEC is the emergence of a **Product** and Projects Management Unit, responsible for coordinating **products** and services at a customer site, a function that previously was the responsibility of an...

23/3,K/99 (Item 36 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01126012 Supplier Number: 41270967
Textile State Lawmakers Push For Protection Against Imports
Chemical Marketing Reporter, p4
April 9, 1990
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Tabloid; Trade

ABSTRACT:

...dialogue with concerned domestic interests," wrote US Trade Representative Carla Hills in a letter to **several members** of Congress. "Internationally, legislation will antagonize our trading partners and force them to take a more rigid stance in (**multilateral**) **negotiations** or enact protectionist trade measures themselves," she wrote. At a Capitol Hill news conference, supporters...

23/3,K/100 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

11035583 SUPPLIER NUMBER: 54556646 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Are distributors going the extra mile?
Avery, Susan
Purchasing, 126, 7, 50(1)
May 6, 1999

ISSN: 0033-4448 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2241 LINE COUNT: 00185

... them on to us. They don't make any effort to get us involved in **negotiating** prices with the manufacturer or in recommending wrench B or C to us as an **alternative product**."

This **buyer** gets to the heart of purchasing's dissatisfaction with distributor performance. One area where survey...

23/3,K/101 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10986421 SUPPLIER NUMBER: 54482877 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Marketing needs innovation. (Editorial)
Computer Dealer News, 15, 10, 16(1)
March 12, 1999
DOCUMENT TYPE: Editorial ISSN: 1184-2369 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 745 LINE COUNT: 00058

... on the monitor they stare at all day long.
All of these examples point to **changes** in the way the PC industry markets its **products** that could open new markets and opportunities for resellers. For the past couple of years **many vendors** have concentrated too much on driving down price as their main **bargaining** chip.
Now that so many technology **products** have become commoditized, we're going to see a lot of marketing departments who've...

23/3,K/102 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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10876322 SUPPLIER NUMBER: 54070371 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Boulder, Colo., School Bonds Soar in Competitive Sale.
Preston, Darrell
Bond Buyer, 327, 30594, NA
March 9, 1999
ISSN: 0732-0469 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 667 LINE COUNT: 00056

TEXT:

...refunding negotiated for the district in 1997 was priced below the triple-A scale. Also, **several bidders**, including those who lost out on the issue, said last week that they were surprised...

...started to question the dominant role underwriters play in passing bond elections. Boulder decided to **change** from a **negotiated** to a competitive sale earlier this year after several local residents and school board members...

...bond selling concession, he said. "I thought it was a very competitive sale," he added. **Several bidders**, who declined to be quoted by name, also were surprised that the pricing was so...
...demand for the deal. "I'd imagine the issuer saved substantial money," said one local **trader**, noting a shortage of Colorado paper. "We bid it and thought we had a strong..."

23/3,K/103 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10811269 SUPPLIER NUMBER: 53870140 (USE FORMAT 7 OR 9 FOR FULL TEXT)
1999 - an interesting but tough year ahead. (telecommunications industry)
Kuehn, Richard A.
Business Communications Review, 29, 1, 66(2)
Jan, 1999
ISSN: 0162-3885 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1691 LINE COUNT: 00129

... However, once competition becomes viable, and with both Centrex and local dial tone available from **multiple bidders**, the game will **change**

Negotiating skills will become more valuable than ever. While there will be many elements to a...

23/3,K/104 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10681295 SUPPLIER NUMBER: 53359263 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Warranty warfare: Most software comes with warranties that are worth their weight in play mon. (Industry Trend or Event)
Horowitz, Alan S.
Computerworld, 62(1)
Dec 7, 1998
ISSN: 0010-4841 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 845 LINE COUNT: 00067

ABSTRACT: Software warranties are in general worthless and buyers may find it hard to **negotiate changes** unless they buy in large numbers in the case of packaged software or go for customized software. There are **several** steps **users** can take to protect themselves if the software does not work. These include getting a...

23/3,K/105 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10432539 SUPPLIER NUMBER: 21079860 (USE FORMAT 7 OR 9 FOR FULL TEXT)
BCR best-in-test: stepping up to Gigabit. (Business Communications Review's testing of local area network switches) (includes related articles on online availability of Gigabit testing results and on release of Gigabit Ethernet ports)

Mier, Edwin E.; Neubaum, Robert; Scavo, Thomas; Frenia, Jennifer
Business Communications Review, v28, n8, p25(6)
August, 1998

ISSN: 0162-3885 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3480 LINE COUNT: 00275

... 20 microseconds for short packets.

* Interoperability - On the Gigabit Ethernet side we found that the **different vendors** switches readily interconnect and interoperate - with one relatively minor adjustment: In a few cases, including 3Com and Extreme, we had to **change** the "auto- **negotiation** " setting for Gigabit

ports that ship with this switch in the "on" position.

* Trunking and VLANs - **Different vendors** ' Gigabit-access switches can now interoperate quite well on standards-based load-balanced switch-to ...

23/3,K/106 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10423271 SUPPLIER NUMBER: 21061106 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The role of the buying function in airport retailing.

Freathy, Paul; O'Connell, Frank

International Journal of Retail & Distribution Management, v26, n6-7,
p247(10)

June-July, 1998

ISSN: 0959-0552 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 7028 LINE COUNT: 00575

... decentralised bargaining towards centrally agreed terms and conditions. The volumes of tax and duty free **product** now demanded have significantly increased the **negotiating** leverage of **many retailers**. **Suppliers** have responded to this **change** by increasing the seniority of their **negotiating** teams and by developing their own subsidiary companies devoted to the tax and duty free...

23/3,K/107 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10282401 SUPPLIER NUMBER: 20841373 (USE FORMAT 7 OR 9 FOR FULL TEXT)
From Spec To Shop. (Agile Software) (Company Business and Marketing) (Brief Article)

Fasca, Chad

Electronic News (1991), v44, n2222, p36(1)

June 8, 1998

DOCUMENT TYPE: Brief Article ISSN: 1061-9577 LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 549 LINE COUNT: 00048

... Workplace offers simultaneous publication of change data to multiple enterprise resource planning (ERP) systems from **different vendors**. In other words, suppliers, contract manufacturers and/or distributors can learn of design changes or new specifications instantly. The module, Agile Change CAST, enables supply chain **trading** partners to conduct product **change negotiations** on-line.

Software alone is not keying Agile's growth, the company stresses fast implementation...

23/3,K/108 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10154300 SUPPLIER NUMBER: 17978298 (USE FORMAT 7 OR 9 FOR FULL TEXT)
How to be a smart credit consumer: tips for telling a hyped credit card offer from a good deal.

DePasquale, Ellen

Executive Female, v19, n1, p62(2)

Jan-Feb, 1996
ISSN: 0199-2880 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1319 LINE COUNT: 00098

... there are some drawbacks to credit card hopping.
MAINTAINING A FOUR-STAR CREDIT RATING
Although **switching** to a lower-interest card sounds **good** in theory, Hammond stresses that it is more important to establish a "long relationship with...

23/3,K/109 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

10103776 SUPPLIER NUMBER: 20466314 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Changing LAN-scape Is Boon for IT. (Industry Trend or Event)
Berinato, Scott; Musich, Paula
PC Week, v15, n14, p1(1)
April 6, 1998
ISSN: 0740-1604 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 729 LINE COUNT: 00062

...ABSTRACT: do not feel the need to experiment with cutting-edge technologies, such as Layer 3 **switching**. As new networking **products** are introduced, companies such as Extreme and Samsung Telecommunications are increasing price pressures with new...

...Ethernet switches that approach the \$100-per-port range. These prices are driving Fast Ethernet **switch** purchases and lessening the need for IT managers to buy more advanced **products**, such as routing **switches**.

23/3,K/110 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

09834813 SUPPLIER NUMBER: 19408475 (USE FORMAT 7 OR 9 FOR FULL TEXT)
International economic integration and trade in financial services: analysis from a Latin American perspective. (Symposium: Free Trade Areas: The Challenge and Promise of Fair vs. Free Trade)
Aguirre, Ernesto
Law and Policy in International Business, 27, n4, 1057-1072
Summer, 1996
ISSN: 0023-9208 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 6413 LINE COUNT: 00540

... products across borders and by procedures for gradually achieving greater interpenetration of financial markets (through **bilateral** agreements under **negotiation** between **various** EU **member** countries and through bilateral memoranda of understanding between members' supervisory authorities).

Similar steps have been...

23/3,K/111 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

09496668 SUPPLIER NUMBER: 18904285 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Extras turn tapes into collectibles. (special-edition videotapes)

Fitzpatrick, Eileen

Billboard, v108, n43, p63(2)

Oct 26, 1996

ISSN: 0006-2510

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1081 LINE COUNT: 00087

... The specials are becoming another marketing ploy for suppliers who have already used cash rebates, **bargain** pricing, and free **merchandise** as **consumer** incentives. **Several** key **changes** have prompted the move.

First, low-priced hits and classic titles have pushed sell-through...

23/3,K/112 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09440473 SUPPLIER NUMBER: 19336048 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Local competition: the long wait. (telecommunications services) (Industry Trend or Event)

Thyfault, Mary E.

InformationWeek, n626, p87(3)

April 14, 1997

ISSN: 8750-6874

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 1609 LINE COUNT: 00129

... because carriers are responding at least to the threat, if not the reality, of competition.

Many large **customers** are **negotiating** contracts that include **switched** voice services costing 5 cents to 5.5 cents a minute, down from 6.5...

23/3,K/113 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09336679 SUPPLIER NUMBER: 19141261 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Detariffing: will users play or pay?

Block, Ellen; Levine, Hank; Blaszak, Jim

Business Communications Review, v27, n1, p38(3)

Jan, 1997

ISSN: 0162-3885

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2025 LINE COUNT: 00165

... if the agreement preceded the tariff. Without tariffs, carriers will no longer be able to **change** the terms of **negotiated** service arrangements or impose new charges in the middle of a deal without **first** securing the **customer** 's consent. Contracts for detariffed services will be governed by the same laws that apply...

23/3,K/114 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09324459 SUPPLIER NUMBER: 19044152 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Caught in the middle! (contract manufacturers) (includes related article on defining contract services and rules for successful turnkey contracting)

Wright, William T.

Assembly, v39, n10, p28(4)

Nov, 1996

ISSN: 1050-8171

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 2723

LINE COUNT: 00220

... revised to better match the part's capabilities or to allow the use of an **alternative** part.

Vendor -proprietary parts are subject to change and the OEM must either revise the product design to accommodate these **changes** or **negotiate** with the vendor for the part's continued existence. The contractor's role is to...

23/3,K/115 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09195802 SUPPLIER NUMBER: 18999211 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Seagate in integration stage. (Seagate Software Information Management Group acquires Holistic Systems) (Company Business and Marketing)

Shoesmith, John

Computing Canada, v22, n26, p19(1)

Dec 19, 1996

ISSN: 0319-0161

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 423

LINE COUNT: 00036

...ABSTRACT: with Crystal Info, Seagate IMG's reporting and analysis system. Seagate IMG feels its new **product** will be a solution for businesses that now need to **negotiate** with **several vendors** for **various** functions, such as data **warehousing**, query reporting and fiscal analysis.

23/3,K/116 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

09188834 SUPPLIER NUMBER: 18999554

Who benefits from price promotions?

Hardie, Bruce

Business Strategy Review, v7, n4, p41(8)

Winter, 1996

ISSN: 0955-6419

LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT: Price promotions take up a large proportion of marketing budgets for fast moving consumer **goods** (fmcg) and there is concern that this conditions consumers to seek **bargains**, thus eroding brand and store loyalty. Also it appears that **many consumer** would prefer to be rewarded for loyalty and do not generally welcome the proliferation of...

23/3,K/117 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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09094395 SUPPLIER NUMBER: 18725997 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Will the rubber grip the road? An analysis of the U.S.-Japan Automotive Agreement.

Lewis, Eleanor Roberts; Weiler, David J.

Law and Policy in International Business, 27, n3, 631-693

Spring, 1996

ISSN: 0023-9208

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 27695

LINE COUNT: 02267

... its markets as a condition of membership.(25) By 1967, Japan was the world's **second** largest **manufacturer** of motor vehicles (after the United States) and the U.S. government started two years of **bilateral negotiations** to gain further reductions in investment and import controls in the automotive sector.(26) Gradually...

23/3,K/118 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

08906673 SUPPLIER NUMBER: 18588030

GSA wants to have one MAS for IT products. (General Services Administration, Multiple-Award Schedule) (Government Activity) (Brief Article)

Power, Kevin

Government Computer News, v15, n17, p1(2)

July 15, 1996

DOCUMENT TYPE: Brief Article

ISSN: 0738-4300

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 479 LINE COUNT: 00042

... volume purchases.

But unlike these changes, the consolidation plan would force FSS to rethink its **negotiation** practices, **several vendor** sources suggested. Because the current schedules are compartmentalized by **product** lines, FSS would need to devise a negotiation formula that would cut across the product...

23/3,K/119 (Item 20 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08598690 SUPPLIER NUMBER: 18198274

Clearing up before moving on: conflicts of interest increase complications when switching firms.

Pitulla, Joanne Pelton

ABA Journal, 82, 91(1)

April, 1996

ISSN: 0747-0088

LANGUAGE: English

RECORD TYPE: Abstract

...ABSTRACT: be notified and if there is an objection the lawyer should not work on the **party** 's representation. **Another** option is to **stop** employment **negotiations** with the firm. One reason to beware of conflicts of interest is they are imputed...

23/3,K/120 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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08265646 SUPPLIER NUMBER: 17229388

(USE FORMAT 7 OR 9 FOR FULL TEXT)

USTEL INC. LANDS CONTRACT WITH THE BEVERLY HILLS HOTEL

PR Newswire, p711LA009

July 11, 1995

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 397 LINE COUNT: 00042

... evening, night and weekend hours. This contract with The Beverly Hills Hotel will mark the **first** new **customer** which will run traffic through our newly opened Beverly Hills switch center. Between this contract, and the other hotels with which we are in **negotiations**, our Beverly Hills **switch** will now be handling substantial traffic 24 hours a day."

UStel is currently in final...

23/3,K/121 (Item 22 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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08120649 SUPPLIER NUMBER: 17373799 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Providing 'customer' service to all of TPC. (Thoms Proestler Co.'s purchasing department) (includes related article) (Cover Story)
Casper, Carol
ID: The Voice of Foodservice Distribution, v31, n11, p84(4)
August, 1995
DOCUMENT TYPE: Cover Story LANGUAGE: English RECORD TYPE:
Fulltext; Abstract
WORD COUNT: 1960 LINE COUNT: 00161

... and supporting documents.

The process of assembling this data is also often an occasion for **negotiating** items with vendors. "We don't take making a conversion from one **manufacturer** to **another** lightly," Maddelein notes. "We potentially touch thousands of our customers if we do make a..."

23/3,K/122 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07864551 SUPPLIER NUMBER: 16875039 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Effects of liberalizing the natural gas markets in Western Europe. (Industry Overview)
Golombek, Rolf; Gjelsvik, Eystein; Rosendahl, Knut Einar
Energy Journal, v16, n1, p85(27)
Jan, 1995
DOCUMENT TYPE: Industry Overview ISSN: 0195-6574 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 9992 LINE COUNT: 00814

... negotiations are not clear because theory does not offer many guidelines for the equilibrium of **bilateral bargaining** games with **several buyers** and **sellers**. Moreover, although the tariff question has been addressed in the applied literature, see e.g...

23/3,K/123 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07608624 SUPPLIER NUMBER: 16530428 (USE FORMAT 7 OR 9 FOR FULL TEXT)
From NAFTA to hemispheric free trade. (North American Free Trade Agreement)
Bernal, Richard L.

Columbia Journal of World Business, v29, n3, p22(10)

Fall, 1994

ISSN: 0022-5428

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 5800

LINE COUNT: 00475

... a common integration goal. This might be easier and quicker than entering into numerous overlapping **bilateral negotiations** with NAFTA member countries and an array of non- **members** of **different** sizes, levels of development and

23/3,K/124 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07542414 SUPPLIER NUMBER: 15823623 (USE FORMAT 7 OR 9 FOR FULL TEXT)

NEW ENGLAND MEDICAL CENTER AND OWENS & MINOR FORM A LONG-TERM PARTNERSHIP

PR Newswire, p1019DC013

Oct 19, 1994

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 560

LINE COUNT: 00048

... partners will focus on vendor consolidation to gradually move all traditional and nontraditional medical/surgical **products** through Owens & Minor's distribution system, eliminating the medical center's multiple contracts and **negotiations** with **vendors**.

Another immediate focus of the agreement is the Implementation of electronic data interchange (EDI) -- the paperless...

23/3,K/125 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07485070 SUPPLIER NUMBER: 15585548 (USE FORMAT 7 OR 9 FOR FULL TEXT)

How to convince almost anyone of almost anything.

Siress, Ruth Herrman

Executive Female, v17, n4, p48(5)

July-August, 1994

ISSN: 0199-2880

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2699

LINE COUNT: 00205

... listening skills and your ability to respond to information without personalizing it.

* You know that **negotiating** requires **change** and collaboration.

* You know how to judge **another person** 's needs and how to speak persuasively and meaningfully.

* You can single-handedly handle a...

23/3,K/126 (Item 27 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07314953 SUPPLIER NUMBER: 15073942 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Lower suppliers' costs, not their prices. (buyers should negotiate costs)

(Negotiation Tips) (Column)

Karrass, Chester

Electronic Business Buyer, v20, n1, p17(1)

Jan, 1994

DOCUMENT TYPE: Column LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT;
ABSTRACT
WORD COUNT: 695 LINE COUNT: 00054

... Often it is possible to negotiate discounts for timely payments.
While reducing your supplier's **product** costs can go a long way to
lowering prices, so can **negotiating** for options. **Many suppliers** see
any change in a specification or delivery by the buyer as a chance to...

23/3,K/127 (Item 28 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07262159 SUPPLIER NUMBER: 15368568 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Luck still a factor in MAS deals, vendors say. (the GSA's Multiple-Awards
Schedule)**
Power, Kevin
Government Computer News, v13, n8, p3(2)
April 18, 1994
ISSN: 0738-4300 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 830 LINE COUNT: 00067

... not had an opportunity to conduct any comprehensive evaluation, GSA
spokeswoman Anne Marshall said.

But **several vendor negotiators** said the rules **changes** made
little difference in GSA's contracting philosophy or the companies'
regulatory burdens.

"The software...

23/3,K/128 (Item 29 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07203580 SUPPLIER NUMBER: 15037501 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**MAS negotiations will put GSA's promises to the test; vendors remain
skeptical that revamped solicitation will end price data disclosure
disputes. (the General Services Administration's Multiple-Award Schedule
program)**
Power, Kevin
Government Computer News, v13, n4, p12(1)
Feb 21, 1994
ISSN: 0738-4300 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 702 LINE COUNT: 00057

... s terms.

Coming to the table
But Allen and Evans said it is unclear whether **negotiators**
understand all the **changes**. " **Many** of our **members** are skeptical,"
Allen said. "A lot of it looks **good**, but our people made a point in
telling GSA that it would be a shame..."

23/3,K/129 (Item 30 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07190554 SUPPLIER NUMBER: 15147908 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Vendors cash in on larger contracts with SupportHealth's sole-source pacts.

(News Briefs)

Health Industry Today, v57, n1, p7(1)
Jan, 1994

ISSN: 0745-4678 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 354 LINE COUNT: 00030

... Precision Dynamics Corp., San Fernando, Calif., for ID bracelets. Prior to October, SupportHealth refused to **negotiate** sole-source agreements, feeling its members would be better served by having similar **products** from **several vendors** covered under agreements. SupportHealth **changed** its policy because manufacturers such as Baxter refused to give volume discounts without the group...

23/3,K/130 (Item 31 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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07170631 SUPPLIER NUMBER: 14698426 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Wholesaling. (Industry Overview)

Walsh, James

U.S. Industrial Outlook, p38-1(4)
Annual, 1994

DOCUMENT TYPE: Industry Overview ISSN: 0083-1344 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3266 LINE COUNT: 00289

... in anticipation of congressional approval of the North American Free Trade Agreement. As a result, **several U.S. wholesalers** are positioning themselves to expand into Mexico.

Multilateral trade negotiations under the auspices of the General Agreement on Tariffs and Trade also are expected to...

23/3,K/131 (Item 32 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06775993 SUPPLIER NUMBER: 14629166 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New role for intermodal marketers. (third-party marketers of intermodal services takes charge of carriers' equipment)

Bonney, Joseph

American Shipper, v35, n12, p60(1)
Dec, 1993

ISSN: 0160-225X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1033 LINE COUNT: 00084

... intermodal marketers are trying to update interchange agreements covering the transfer of equipment from one **party** to **another**.

Hub's highway services unit is trying to **negotiate** new **interchange** agreements with all rail carriers.

"We want a customized agreement that fits today's needs..."

23/3,K/132 (Item 33 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06492189 SUPPLIER NUMBER: 14080644 (USE FORMAT 7 OR 9 FOR FULL TEXT)

A conceptual and empirical comparison of alternative household life cycle models.

Schaninger, Charles M.; Danko, William D.

Journal of Consumer Research, v19, n4, p580(15)

March, 1993

ISSN: 0093-5301

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 9749 LINE COUNT: 00827

... and conflict, influences their marital satisfaction. Social exchange between spouses leads to conflict and sexual **bargaining**, and to **changed** marital forms, roles, and expectations--or to divorce (Scanzoni 1982).

Consumer Behavior Implications

Many traditional life cycle implications remain valid for households following nontraditional or nonfamily paths: The life...

23/3,K/133 (Item 34 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06484156 SUPPLIER NUMBER: 13996014 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Promotion budgeting and control in the fast food industry.

Jizba, Barbara; Fleming, Mary M.K.

International Journal of Advertising, v12, n1, p13(12)

Wntr, 1993

ISSN: 0265-0487

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2948 LINE COUNT: 00251

... increased (decreased) by a certain amount. Promotional objectives should also be adjusted to reflect the **negotiated changes**.

ALTERNATIVE PROMOTION TECHNIQUES

Consumer perceptions regarding individual chain and **product** attributes are not well-defined; hence fast food restaurants have become increasingly dependent on effective...

23/3,K/134 (Item 35 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06482153 SUPPLIER NUMBER: 13975840 (USE FORMAT 7 OR 9 FOR FULL TEXT)

1993 financial guide to equipment leasing. (includes leasing resource directory) (A Railway Age special section)

Kruglinski, Anthony D.; Rice, Michael Downey

Railway Age, v194, n6, p53(15)

June, 1993

ISSN: 0033-8826

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 8162 LINE COUNT: 00629

... assurance of specific car-hire payments at the end of the year 2000.

Put yet **another** way, third- **party** compensation for use of my car (or my lessee's car if I'm the owner and the lessee is using the car in the **interchange** system) will be **negotiated** rather than prescribed by rules between the owner and the using railroads after December 31...

23/3,K/135 (Item 36 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06479800 SUPPLIER NUMBER: 13978208 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Who will miss the wages council? (proposed abolition of Retail Food and Allied Trades Wages Council not likely to have any impact on wage transactions of food retailers) (Cover Story)

Hobson, Steve

Super Marketing, n1071, p14(2)

May 7, 1993

DOCUMENT TYPE: Cover Story

ISSN: 0261-4251

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1287 LINE COUNT: 00097

... work more flexible hours.

In the past, food retail industry pay awards were handled in **bilateral negotiations** between the **Multiple Food Retailers** Employers' Association and the shopworkers' union USDAW, but this has been disbanded and now all...

23/3,K/136 (Item 37 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06458038 SUPPLIER NUMBER: 13830825 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Your personal stress reduction plan. (includes stress test)

Miller, Lyle H.; Smith, Alma Dell

Executive Female, v16, n3, p29(7)

May-June, 1993

ISSN: 0199-2880

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3268 LINE COUNT: 00244

... other people, usually through problem solving, discussion and negotiation, assertively communicating their request or outright **bargaining** with others to **change** their behavior.

Unfortunately, **many** of our **clients** run into problems because they don't understand that they can only influence, not change...

23/3,K/137 (Item 38 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06425754 SUPPLIER NUMBER: 13517945 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Getting off the dime; home shoppers simply aren't getting the information they need to understand why they should pick one house over another.

(Editorial)

Rouda, Mitchell B.

Builder, v16, n2, p27(1)

Feb, 1993

DOCUMENT TYPE: Editorial

ISSN: 0744-1193

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 646 LINE COUNT: 00047

... There are a number of explanations for this phenomenon. An obvious one is exhaustive price **negotiating**: Buyers won't **stop** haggling 'til they're sure the builder's giving blood. (It will take a much stronger rebound than we've seen so far to put a stop to this.) **Another** key reason: **Buyers** now expect much longer stays in the homes they purchase. So instead of assuming they'll **trade** up to something better in four or

five years, they want their wish lists fulfilled...

23/3,K/138 (Item 39 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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06425245 SUPPLIER NUMBER: 13516094 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Dealer/franchisee collaboration questions and answers. (Dealer/Franchisee Collaboration) (Panel Discussion)

Antitrust Law Journal, 61, n2, 425-444

Wntr, 1993

DOCUMENT TYPE: Panel Discussion ISSN: 0003-6056 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 8854 LINE COUNT: 00664

... you don't just have dealerships of one brand getting together. You've got eight **individuals** with nine **different** dealerships cutting across different brands, each agreeing to write to his manufacturer for the purpose of trying to get all the manufacturers to **stop negotiations** with the developer of this mall that itself would contain numerous dealerships. In other words...

23/3,K/139 (Item 40 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06216456 SUPPLIER NUMBER: 13544278 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Roles and recommendations for steering committees.

Chaudron, David

HR Focus, v69, n9, p3(1)

Sept, 1992

ISSN: 1059-6038 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 727 LINE COUNT: 00060

... The committee may be purely a policy-making body, with implementation actions delegated to other **individuals**. As an **alternative**, the committee may be the employees who write memos, conduct training classes, troubleshoot team problems, change performance appraisal and reward systems, and **negotiate** contractual **changes** with union officials. As you might guess, the authority flows from the agreed-upon mission...

23/3,K/140 (Item 41 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06159377 SUPPLIER NUMBER: 12705338 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Retail gas pricing. (1992 Gas Utility Executives' Forum)

Ashton, Philip T.; Bollom, Daniel A.; Bright, Stanley J.; Carrigg, James A.; Catell, Robert B.; Davis, Erroll B., Jr.; Farman, Richard D.; Green, Richard C., Jr.; Hayes, John E., Jr.; Howard, James J.; Jennings, Glenn R.; Kennedy, Bernard J.; Marquardt, Arthur C.; McCormick, William T., Jr.; McGowan, George V.; McNeill, Corbin A., Jr.; Patrylo, Robert J.; Poist, William G.; Richard, Oliver G., III; Ryan, William F.; Schrader, Thomas F.; Schuchart, John A.; Seges, Philip G.; Stys, Rudolph D.; Wharton, Beverly A.; Zeigler, Charles E., Jr.

Public Utilities Fortnightly, 130, n7, 49(16)

Oct 1, 1992

ISSN: 0033-3808 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11862 LINE COUNT: 00918

... per thousand cubic feet (Mcf) in 1984 to \$5.82 per Mcf last year.
How **many** other **consumer goods** have dropped in price since 1984?
Natural gas is a **bargain** for residential and small commercial users, and
they are responding by switching to gas. We...

23/3,K/141 (Item 42 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06150253 SUPPLIER NUMBER: 12767733 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Japan is importing less aluminum scrap. (Supplement: International Recycling)

Furukawa, Tsukasa
American Metal Market, v100, n203, p4A(2)
Oct 19, 1992

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1382 LINE COUNT: 00107

... which prices of scrap and secondary aluminum have been determined
by individual companies through individual **negotiations** .

This is partly because secondary aluminum **products** supplied to
automakers, the biggest **buyers** , involved so **many** varieties and grades
of aluminum.

On the positive side, the new developments will make the...

23/3,K/142 (Item 43 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06123510 SUPPLIER NUMBER: 12549882 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Industry mulls deep discount's future; Phar-Mor scandal tops list of troubles plaguing off-pricers.

Frederick, James
Drug Store News, v14, n16, p1(2)
Sept 7, 1992

ISSN: 0191-7587 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1349 LINE COUNT: 00105

... the off-price industry will have to adapt to fundamental shifts in
the way many **products** and sold in this country. Led by Procter & Gamble,
many suppliers are abandoning traditional dealmaking policies in favor
of simple contract pricing **negotiated** in advance. Deep discounters
queried by Drug Store News in recent months downplay the significance...

23/3,K/143 (Item 44 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06102699 SUPPLIER NUMBER: 12510893 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Avoid the thorns in a lease with option to buy.

Reid, Tanis; Maniscalco, Robert A.
Real Estate Today, v25, n7, p27(3)
August, 1992

CODEN: RESTDR ISSN: 0034-0804 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1871 LINE COUNT: 00137

... financing, and "test-chive" the home and the neighborhood. It also protects buyers if prices **drop** : They can either **negotiate** a lower price or waive the option. But even with all those pluses, a lease option isn't without risks.

For Sellers, Not Generally a **First** Choice

Few **sellers** want to be in the real estate business. They want to sell the house, get...

23/3,K/144 (Item 45 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05869588 SUPPLIER NUMBER: 12126790 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Homes away from home: the market for mountain and waterfront property is on the rebound.

Weissman, Eric

Regardie's Magazine, v12, n4, p84(2)

April-May, 1992

ISSN: 0279-5965

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1076 LINE COUNT: 00083

... hasn't changed the way it markets property. It's simply being approached by more **numerous** potential **buyers** . They're ready to free up some of their savings while the **bargains** last.

The recession has caused vacation-property developers to upgrade houses. "We're building better **products** for people, giving them a better value. We learned a lot about the market when...

23/3,K/145 (Item 46 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05813342 SUPPLIER NUMBER: 11897286 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Western European update. (1991/92 cotton production and the cotton textile industry) (U.S. Dept. of Agriculture, Economic Research Service report)
World Cotton Situation, v92, n2, p14(3)

Feb, 1992

ISSN: 0145-0875

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1244 LINE COUNT: 00107

TEXT:

...and apparel imports from non-EC members. Current EC commission proposals would cancel all the **bilaterally negotiated** MFA quotas and create EC-wide MFA quotas. **Many** EC **member** states are unwilling to sacrifice their ability to **bilaterally negotiate** MFA quotas and are disputing the commission's proposal. Regardless of the outcome of the...

23/3,K/146 (Item 47 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05591882 SUPPLIER NUMBER: 11397020 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Capturing strategic rent: full-line forcing, brand discounts, aggregate rebates, and maximum resale price maintenance.

Shaffer, Greg

Journal of Industrial Economics, v39, n5, p557(19)

Sept, 1991

ISSN: 0022-1821

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 8448

LINE COUNT: 00670

... of good i must rise when good j is not stocked. Similar reasoning holds for **good j**. Combining these results contradicts equation (1). Hence the **manufacturer's first** best profit is not achieved.

The retailer's **bargaining** strength arises from her discretion over brand choice. She can simply refuse to stock either **good 1** or **2**, or both. Because these goods are substitutes, their individual sales are subject...

...addition to the new sales it attracts, stocking a second brand induces some consumers to **switch** from buying the first brand. When both **products** are stocked, the total sales of the **product** class will be less than the sum of the sales if each brand were stocked...

23/3,K/147 (Item 48 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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05586812 SUPPLIER NUMBER: 11582915 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Off-floor trading, disintegration, and the bid-ask spread in experimental markets.

Van Boening, Mark; Campbell, Joseph; LaMaster, Shawn; Smith, Vernon L.

Journal of Business, v64, n4, p495(28)

Oct, 1991

ISSN: 0021-9398

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 8551

LINE COUNT: 00657

... individual voluntarily elects to forgo trade in an organized market and to trade instead by **bilateral bargaining** with **another individual**, then we have an example of endogenous choice between two institutions of exchange.

5) Finally...

23/3,K/148 (Item 49 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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05550157 SUPPLIER NUMBER: 11603220 (USE FORMAT 7 OR 9 FOR FULL TEXT)

LOWER HOUSE DECIDES TO EXTEND DIET SESSION BY 11 DAYS

Kyodo, 12100088

Dec 10, 1991

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 298

LINE COUNT: 00024

... THE SCHEDULED EXPIRATION OF THE 36-DAY EXTRAORDINARY SESSION, WHICH WAS CONVENED NOVEMBER 5.

THE **SECOND** -LARGEST OPPOSITION **PARTY** KOMEITO BOYCOTTED THE LOWER HOUSE PLENUM, PROTESTING THE EARLIER **BILATERAL NEGOTIATION** BETWEEN THE RULING LIBERAL DEMOCRATIC PARTY AND THE LARGEST OPPOSITION PARTY, THE SOCIAL DEMOCRATIC PARTY...

23/3,K/149 (Item 50 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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05400792 SUPPLIER NUMBER: 10950019 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Excludability and the effects of free riders: right-to-work laws and local public sector unionization. (includes list of references)
Zax, Jeffrey S.; Ichniowski, Casey
Public Finance Quarterly, v19, n3, p293(23)
July, 1991
ISSN: 0048-5853 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 7573 LINE COUNT: 00635

... the rules governing union elections allow covered employees more effective checks than those available to **members** of **many** other collective institutions. First, electoral challenges to local public sector unions can be more frequent... because no satisfactory theory of union formation exists. According to Johnson (1975), "the problem of modelling **trade** union behavior [has] proved to be virtually intractable" pp. 23 and 24. Despite more recent...

... frequency of bargaining union formation in the absence of RTW laws, [f].sup.*. The predicted **change** in frequencies of **bargaining** union formation is [f].sup.* - f.

REFERENCES

Blair, D. H., and D. L. Crawford. 1984...

23/3,K/150 (Item 51 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05163179 SUPPLIER NUMBER: 10805142 (USE FORMAT 7 OR 9 FOR FULL TEXT)
VTI APPOINTS NEW AUDITORS, SELLS SOME ASSETS, AND SEEKS SUBCONTRACT AGREEMENT
PR Newswire, 0607P4908
June 7, 1991
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 331 LINE COUNT: 00027

... and inability to attract additional equity financing. The company is currently in the process of **negotiating** subcontracting arrangements with **several manufacturers** that would enable the company to continue to manufacture its **products** while substantially reducing its overhead. The company anticipates finalizing these subcontracting arrangements by no later...

23/3,K/151 (Item 52 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05159871 SUPPLIER NUMBER: 10731154 (USE FORMAT 7 OR 9 FOR FULL TEXT)
With new rules, agency loyalty will be crucial. (Department of Transportation's proposed computer reservation system rules, part 2) (Automation Report)
Parkhurst, Beverly Susler
Travel Weekly, v50, n40, p71(2)
May 20, 1991
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 772 LINE COUNT: 00061

... more favorable climate for agency negotiation.
If the proposed rules are adopted, the focus of **negotiations** will **change** : Service and product desirability will assume more importance and agents will have more choices.

Software licenses from **different vendors** and perhaps even mass-marketed software programs will be available to agents.

In this type...

23/3,K/152 (Item 53 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

05159090 SUPPLIER NUMBER: 10669410 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The Soviets' China broker. (interview with Julie Reinganum, managing director of Pacific Rim Resources)
Baldinger, Pamela
China Business Review, v18, n2, p49(1)
March-April, 1991
ISSN: 0163-7169 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 960 LINE COUNT: 00075

... Our client was one such manufacturer. The company wanted to earn hard currency to purchase **products** outside the Soviet Union, but, like **many** Soviet **manufacturers** , lacked the trained staff to manage foreign trade **negotiations** . Our role was not to supplant the FTCs, but to complement their efforts by helping...

23/3,K/153 (Item 54 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04810096 SUPPLIER NUMBER: 09380871 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A commitment to leadership: CSX's range of services for the fertilizer industry. (Profile)
Fertilizer International, n287, p27(5)
July, 1990
ISSN: 0015-0304 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3432 LINE COUNT: 00291

... efforts are working, especially in areas such as billing accuracy, locomotive reliability, and responsiveness to **customers** .

A **second good** example is CSX's recent pioneering approach to labour **negotiations** . Animosity between railroad labour and management has a long history. Despite this unfortunate tradition, CSX...

23/3,K/154 (Item 55 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04786514 SUPPLIER NUMBER: 08824498 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Muto arrives in Vancouver for APEC trade talks. (Asian News) (Kabun Muto, Asia-Pacific Economic Cooperation)
Japan Economic Newswire, K900910008
Sept 10, 1990
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 161 LINE COUNT: 00013

... STARTING MONDAY OF THE ASIA-PACIFIC ECONOMIC COOPERATION (APEC) GROUP ON THE URUGUAY ROUND OF **MULTILATERAL** TRADE **NEGOTIATIONS** .
JAPANESE OFFICIALS SAID MUTO WILL ALSO HOLD A SERIES OF BILATERAL MEETINGS WITH TRADE MINISTERS FROM **SEVERAL** OTHER APEC **MEMBER** COUNTRIES, INCLUDING CANADIAN TRADE MINISTER JOHN CROSBIE.
THE OTHER APEC MEMBERS ARE THE U.S...

23/3,K/155 (Item 56 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04611477 SUPPLIER NUMBER: 09161199 (USE FORMAT 7 OR 9 FOR FULL TEXT)
UNITAR: a dynamic renaissance in the 1990s. (United Nations Institute for Training and Research)
UN Chronicle, v27, n2, p74(2)
June, 1990
CODEN: UNMCA ISSN: 0251-7329 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
WORD COUNT: 1015 LINE COUNT: 00081

... its Foreign Affairs Ministry to better deal with free market economies, and Malta groom future **multilateral negotiators** .
The popular orientation courses for diplomats newly arrived in New York will continue. In March, 57 **participants** from 40 **different** countries plunged into daylong role-playing exercises on the making of a resolution on development...

23/3,K/156 (Item 57 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

04159524 SUPPLIER NUMBER: 08284123 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Reputation, not ads, woos customers. (Wal-Mart: Retailer of the Decade: Gerbil Races & Goober) (company profile)
Discount Store News, v28, n23, p213(3)
Dec 18, 1989
DOCUMENT TYPE: company profile ISSN: 0012-3587 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 2030 LINE COUNT: 00155

... to put the company's money where its mouthpiece is. Wal-Mart is reportedly in **negotiations** with **various suppliers** to **change** over its signage, packaging and other **products** to environmentally safe configurations. The company has, for years, used paper bags made from recycled...

23/3,K/157 (Item 58 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04086141 SUPPLIER NUMBER: 07540252 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The mandatory-permissive distinction and collective bargaining outcomes. (includes bibliography)
Delaney, John Thomas; Sockell, Donna
Industrial and Labor Relations Review, 42, n4, 566-583
July, 1989
ISSN: 0019-7939 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 8563 LINE COUNT: 00710

... fall outside of the statutory phrase "wages, hours, and other terms and conditions of employment"). **Second**, either **party** may make unilateral **changes** in permissive **items** .(2) Finally, neither party may insist on **bargaining** over a permissive **item** (3) to the point of impasse. Because of these characteristics, permissive issues are seen as...

23/3,K/158 (Item 59 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03876164 SUPPLIER NUMBER: 07194376 (USE FORMAT 7 OR 9 FOR FULL TEXT)
\$1.5 billion wasted annually by sloppy purchasing of childcare supplies and equipment, National Childcare Association says; group wants this money redirected towards quality childcare.

PR Newswire, 0419DC005

April 19, 1989

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1248 LINE COUNT: 00105

... equipment with 98 percent of these purchases made at retail. The Professional Childcare Resourcebook (tm) **changes** this situation by **negotiating** wholesale buying, for NCAI **subscribers**, on **many products**. An average savings of 39.25 percent will generate \$1.5 billion that can be...

23/3,K/159 (Item 60 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03864696 SUPPLIER NUMBER: 06991956 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The GATT and U.S. business. (General Agreement on Tariffs and Trade)

Verity, C. William, Jr.

Business America, v110, n1, p3(2)

Jan 16, 1989

ISSN: 0190-6275 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1650 LINE COUNT: 00134

... different countries about some very similar trade issues.

Also, there is no guarantee in a **bilateral negotiation** that the agreement concluded will be as beneficial as the one which that country might negotiate with **another party**. Multilateral agreements provide greater assurance that the benefits resulting from trade liberalization undertaken by one...

23/3,K/160 (Item 61 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03714586 SUPPLIER NUMBER: 06826146 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Japanese cite reasons for rise in platinum price.

Furukawa, Tsukasa

American Metal Market, v96, n222, p10(1)

Nov 14, 1988

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 754 LINE COUNT: 00058

... non-socialist world have not escaped the attention of the Soviet Union, which is the **second** -largest **supplier** of platinum to Japan. A delegation from the Soviet Union's metal **trading** corporation, known as Almaz, has been sent here to **negotiate** a **change** in the manner in which the Russians sell platinum to Japanese importers.

A large part...

23/3,K/161 (Item 62 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB
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03131153 SUPPLIER NUMBER: 04825748 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A new hot spot for wild and crazy buys. (International Computer Clearance Warehouse Ltd.) (company profile)
Appel, Robert
Canadian Business, v60, p33(2)
April, 1987
DOCUMENT TYPE: company profile ISSN: 0008-3100 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1468 LINE COUNT: 00112

... discount-computer business, just north of Toronto in Concord, Ont., has attracted enormous interest from **bargain** -hungry **consumers** . **First** -time browsers are amazed at the deals they find in the **warehouse** -style store: complete personal computing systems (including popular IBM clones) priced at less than \$800...

...standard diskettes at less than \$7; and countless other recognizable brand-name hardware and software **items** priced at anywhere from 15% to 80% below list. Because the stock **changes** daily, ICCW's regular customers boast that half the fun is never knowing what you...

23/3,K/162 (Item 63 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB
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03119528 SUPPLIER NUMBER: 04712538 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Reaching for the stars. (Home Satellite Marketing)
Consumer Electronics, v15, p241(3)
Jan, 1987
ISSN: 0362-4722 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2072 LINE COUNT: 00160

... for consumers to buy upscale because with the advent of a scrambling environment it appeared **many** low-end **customers** and **bargain** basement suppliers **dropped** out. The low end has suffered disproportionately and I don't expect that to **change** in 1987. People are going for higher-quality, feature-heavy **product** . A lot of the so-called bargains or distressed price points are gone now. The...

23/3,K/163 (Item 64 from file: 148)

DIALOG(R) File 148:Gale Group Trade & Industry DB
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02975187 SUPPLIER NUMBER: 04510049 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Price instability could slow zinc mating pacts.

Zipf, Peter
American Metal Market, v94, p1(2)
Oct 31, 1986
ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 816 LINE COUNT: 00063

NEW YORK-- **Several** major zinc **consumers** have indicated they may wait for producers' zinc to stabilize, and perhaps **drop** , before **negotiating** annual contracts.

Some consumers said they may even forego the annual pacts entirely and instead...

23/3,K/164 (Item 65 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02838484 SUPPLIER NUMBER: 04174477 (USE FORMAT 7 OR 9 FOR FULL TEXT)
U.S. neckwear mfrs. to raise fall prices 10-20%.
Orgel, David
Daily News Record, v16, p8(1)
March 18, 1986
ISSN: 0162-2161 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1360 LINE COUNT: 00105

... Corp., and Randa Corp., noted constant price hikes on new orders by their Italian piece **goods suppliers** , and **many** attempts to reopen previously **negotiated** contracts to compensate for the currency **changes** . The Italian mills were seriously hurt because booking made in the fourth quarter of 1985...

23/3,K/165 (Item 66 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02479709 SUPPLIER NUMBER: 03881258 (USE FORMAT 7 OR 9 FOR FULL TEXT)
What's new in EFT. (electronic funds transfer)
O'Neill, Robert E.
Progressive Grocer, v64, p59(5)
Aug, 1985
ISSN: 0033-0787 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3448 LINE COUNT: 00273

... usually cheaper --thanthey were only five years ago.

Passing the other two tests is **another** matter.

Retailers who have installed EFT systems find themselves in varying states of partnership with strangers like banks and **switching** networks, **negotiating** unusual fees and rentals, and wrestling with arcane federal and state laws that make liquor...

23/3,K/166 (Item 67 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02038431 SUPPLIER NUMBER: 03249004 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Why products fail. (interview with Modesto Maidique)
Inc., v6, p98(5)
May, 1984

ISSN: 0162-8968 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 4954 LINE COUNT: 00374

... first order came in, the sales v.p. referred it to the CEO for ultimate **negotiations** . So the CEO got on the phone and modified some of the specifications for the **first** major **customer** , a customer, who wanted to order a couple of million dollars' worth of the **product** . Then he got off the phone and talked to the engineer to determine whether the **changes** were possible. Then he called the customer back and closed the deal. I don't...

23/3,K/167 (Item 68 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01891705 SUPPLIER NUMBER: 02975961 (USE FORMAT 7 OR 9 FOR FULL TEXT)

So far, so good. (Marvin Rounick)

Angrist, Stanley W.

Forbes, v132, p144(1)

Oct 24, 1983

ISSN: 0015-6914 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 774 LINE COUNT: 00057

... pair of designer jeans.

Rounick moves with near-electronic speed to cut prices once an **item stops** moving fast, to generate fresh cash and to keep inventory from taking over his stores...

23/3,K/168 (Item 69 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01764392 SUPPLIER NUMBER: 02659070 (USE FORMAT 7 OR 9 FOR FULL TEXT)

New add-on product categories to pace 1983 sales gain.

Consumer Electronics, v11, p98(2)

March, 1983

ISSN: 0362-4722 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1038 LINE COUNT: 00083

... wave along with hardware.

Still, accessories suppliers have at least two safety valves that hardware **manufacturers** may not. **First** , even if personal computer prices **drop** to **bargain** basement lows in the coming year, accessories should remain immune to price erosion. If an...

23/3,K/169 (Item 70 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01757513 SUPPLIER NUMBER: 02685288 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Murphy to US importers: go slow with China. (Peter Murphy)

Wightman, Richard

Daily News Record, v13, p1(2)

March 23, 1983

ISSN: 0162-2161 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 520 LINE COUNT: 00040

... tabs on the nation's trade policies.

While retail criticism was muted during the meeting, **several members** later expressed disquiet over the continued market uncertainties created by delays in the **bilateral negotiations**.

Peter Handal, of Victor P. Handal & Brother, noted that the United States has imposed stringent...

23/3,K/170 (Item 71 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

01756866 SUPPLIER NUMBER: 02589985 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Two headliners for 1983. (grocery trade) (column)

Weinstein, Steve

Supermarket News, v33, p2(2)

Jan 3, 1983

DOCUMENT TYPE: column ISSN: 0039-5803 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 853 LINE COUNT: 00067

... 50 years ago. We got the superstore and the combination store to attract more one- **stop** shopping, the hypermarket and the **warehouse** and limited-assortment store concept for consumers interested primarily in low prices.

The hypermarket, for...

23/3,K/171 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

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02200455

Newmark & Lewis Inc plans to cut its prices between 5% and 20%

Wall Street Journal 3 Star, Eastern (Princeton, NJ) Edition May 31, 1989

p. A2

ISSN: 0043-0080

... that date, the firm will no longer follow a traditional practice in discount retailing of **negotiating separate** transactions with **customers**. Rather than dealing with the question of what a **product**'s price should be, the firm will focus on **products**, features and service. One observer said the policy **change** is probably being done as a reaction to competitors' strategy, including that of Sears Roebuck...

23/3,K/172 (Item 2 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)

(c) 1999 The Gale Group. All rts. reserv.

01899827

7,500 workers strike Stop & Shop stores

Hartford Courant (CT) March 23, 1988 p. A;1

... stores in Massachusetts were closed by a strike by 7,500 workers. The strike affected **many customers**. Union employees' contract with Stop & Shop expired 2/6/88. The **negotiations** between the **Stop & Shop** and Commercial Workers Union (Washington, DC) are complicated because Stop & Shop is being acquired...

23/3,K/173 (Item 3 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01882365

Speedy Wards deal years in the making
Chicago Tribune (IL) (National Edition) March 9, 1988 p. 3;1

Montgomery Ward will be sold by Mobil to BF Brennan, who led its **change** to a specialty retailer from a general **merchandise** retailer. There had been 7 potential bidders, including Kohlber Kravis & Roberts, Forstmann-Little, Westray Capital...

23/3,K/174 (Item 4 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

01531400

Japanese Discover Mail-Order Buying In New-Found Burst of Consumerism.
WALL STREET JOURNAL 3 STAR, EASTERN (PRINCETON, NJ) EDITION December 17, 1986 p. 261

Japan: Mail-order businesses are catching on for the **first** time as **consumers** seek **bargain** prices. In the past, Japanese travelers abroad bought **goods** from the most expensive stores, believing higher prices equated with better value. But the yen...

... have little effect on Japan's trade situation, but some consumers think catalogs could help **change** Japanese attitudes toward foreign **products**.

23/3,K/175 (Item 5 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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01498724

Price Instability Could Slow Zinc Mating Pacts.
AMERICAN METAL MARKET October 31, 1986 p. 1,8

Several major zinc **consumers** have revealed they may wait for producers' zinc prices to stabilize and perhaps **drop** before **negotiating** yearly contracts. Some consumers said they may forego the pacts fully and rely on spot...

23/3,K/176 (Item 6 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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00799993

The FTC opposes legislation that would legitimize vertical, exclusive territorial agreements between brewers and wholesalers.
Supermarket News August 2, 1982 p. 2,211

...opportunity to shop around for what they regard as the best deal for a particular **product**. A very important question is whether to **bargain** with only one **wholesaler**, rather than **several**, for any particular brand of malt beverage.' The answer varies with changes in industry,

technology...

23/3,K/177 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01941506 SUPPLIER NUMBER: 18286884 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The truth about software testing. (includes related articles on testing terms and MicroFocus' COBOL testing utilities) (includes directory of software testing products) (Technology Information) (Cover Story)

Nicolaisen, Nancy

Data Based Advisor, v14, n6, p40(9)

June, 1996

DOCUMENT TYPE: Cover Story

ISSN: 0740-5200

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 6717 LINE COUNT: 00567

...ABSTRACT: the perception that testing will only inflate budgets, that debugging and software quality testing are **interchangeable**, and that all software testing **products** are the same. Prior to shipping software, developers should consider the application's execution in client/server environments, its runtime operation in diverse platform configurations, its effectiveness with **multiple users** and its execution under conditions of limited disk space, memory and palette **negotiation**. Vendor-supplied testing utilities are effective, but **users** should examine **several** factors before making a purchase. Users should evaluate specific **product** features, such as defect tracking, load testing, stress testing, client/server performance testing and regression...

23/3,K/178 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01883709 SUPPLIER NUMBER: 17954022 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Frame Relay laws get back to basics. (Wide-Area Networks) (Government Activity) (Column)

Nolle, Tom

INTERNETWORK, v6, n12, p14(1)

Dec, 1995

DOCUMENT TYPE: Column

LANGUAGE: English

RECORD TYPE: Fulltext;

Abstract

WORD COUNT: 730 LINE COUNT: 00059

Until now, most Frame Relay pricing was essentially set on an **individual** -case basis. **Many** carriers published prices and then **changed** the terms during **negotiations**. Some carriers bundled customer premises equipment (CPE) with services in most proposals. AT&T was...

23/3,K/179 (Item 3 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

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01533087 SUPPLIER NUMBER: 12561885 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Stay out of court. (managing software licenses) (Information Officer) (Column)

Eager, William

Corporate Computing, v1, n3, p39(1)

Sept, 1992

DOCUMENT TYPE: Column ISSN: 1065-8610 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 645 LINE COUNT: 00052

.... should draw on their expertise before you sign any agreement. If you find unacceptable terms, **negotiate changes** or seek **another vendor**.

2. Examine current contracts. If old master agreements still in effect do not include terms...

23/3,K/180 (Item 4 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01460317 SUPPLIER NUMBER: 11476291 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Laptop classics at bargain prices. (discontinued portable computers)
(Column)

Dvorak, John C.
Computer Shopper, v11, n11, p825(1)
Nov, 1991

DOCUMENT TYPE: Column ISSN: 0886-0556 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 914 LINE COUNT: 00066

... Electronics [1-800-442-1408 or (316) 721-2600] all handle closed out and discontinued **merchandise**. You should add these vendors to your list of places to call when you're **bargain** hunting. **Several** of these **vendors** had discontinued models for sale as this was written, but that can change quickly. So...

23/3,K/181 (Item 5 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
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01450125 SUPPLIER NUMBER: 11278649 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Mac leads the way. (Apple Macintosh and object orientation) (includes a related article on the role of standards)

RELease 1.0, v91, n8, p5(7)
August 31, 1991

ISSN: 1047-935X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 3578 LINE COUNT: 00287

... of time," he says. However, he wasn't alone, and the sudden appearance of the **products** listed here made him **change** goals to something more ambitious - the current **product**. The company should do a little over \$1 million this year, half products and half...

23/3,K/182 (Item 6 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01389567 SUPPLIER NUMBER: 09834329 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Negotiating maintenance contracts.

Laino, Jane
Teleconnect, v8, n11, p52(1)
Nov, 1990

ISSN: 0740-9354 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 668 LINE COUNT: 00052

... with service after the first year or if your vendor goes out of business or **changes product** lines, you will still be able to get support.

Fine print. Read the fine print...

23/3,K/183 (Item 7 from file: 275)
DIALOG(R) File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01225360 SUPPLIER NUMBER: 06527098
A victory at the bargaining table. (Manager's Corner) (Computerworld Focus report: departmental computing) (column)
Young, Jim
Computerworld, v22, n31A, p5(2)
Aug 3, 1988
DOCUMENT TYPE: column ISSN: 0010-4841 LANGUAGE: ENGLISH
RECORD TYPE: ABSTRACT

ABSTRACT: Significant **changes** in the pricing of **goods** and services make MIS negotiations with suppliers more complex. The current competitive environment, with special...

23/3,K/184 (Item 1 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

04467227 Supplier Number: 56895425 (USE FORMAT 7 FOR FULLTEXT)
EU/MEXICO: TRADE NEGOTIATIONS REACH CRUCIAL POINT.
European Report, pNA
Oct 23, 1999
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 617

(USE FORMAT 7 FOR FULLTEXT)
TEXT:

...confirm that they both wanted the negotiations to be concluded this year. They agreed to **change** the **negotiating** method by discussing issues separately from a technical viewpoint and then seek decisions at political ...not yet responded to the Mexican offer which was presented at the last round. On **trade** in agricultural products, the Mexican Minister said that there were still 40 products on the...industrial products. Mr Blanco confirmed that negotiations had progressed on automotive products. High expectations. "This **Trade** Agreement is good for Mexico", said the Minister. He added that the EU offer was Minister referred to the North American Free **Trade** Agreement with the United States and Canada (NAFTA). He mentioned the "hundreds of thousand jobs...
...jobs in Mexico" after only five years of existence. Mexico has become the United States' **second** biggest **customer**, before Japan, with **trade** flows worth more than USD100 billion. **Trade** flows with the EU "only" amount to USD4 billion, he said, but the growth potential is Europe. After Israel, Mexico will be the only country to have Free **Trade** Agreements with both the US and Europe. "This is a significant step further, it will ...

...the competition with the United States. "8% tariffs sometimes make the difference", explained the Mexican **Trade** Minister. The EU's most competitive exports to Mexico are, in his opinion, equipment, automotive...

23/3,K/185 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04460690 Supplier Number: 56472314 (USE FORMAT 7 FOR FULLTEXT)

THE WHITE HOUSE: Press briefing by National Economic Advisor, US Trade Rep, and Secretary of Agriculture.

M2 Presswire, pNA

Oct 15, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 6698

... into account the effects of that market opening on the environment and that may well **change** the **negotiating** course. And, of course, it goes without saying anyway our own very high standards of health safety, environment and **consumer** safety protections.

Second, trade and labor. We want to ensure that further market opening helps promote internationally recognized...

23/3,K/186 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04404865 Supplier Number: 55433936 (USE FORMAT 7 FOR FULLTEXT)

Conference on Disarmament accepts 5 new member states.

Japan Policy & Politics, pNA

August 9, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 142

... Thursday's plenary session, raising the number of participating countries to 66. The five new **members** are the **first** additions to the Geneva-based body, the world's only **multilateral** disarmament **negotiating** forum, since 23 countries were accepted in June 1996 to raise the membership to 61...

23/3,K/187 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04024961 Supplier Number: 53283183 (USE FORMAT 7 FOR FULLTEXT)

-WTO: Final ITA II package to be considered on 11 December.

M2 Presswire, pNA

Nov 30, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 489

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...under the ITA would be confirmed. Mr. Harvey said that his consultations

had indicated that **many participants** believe that the progress made in the ITA II negotiations, especially in intensive **bilateral** and plurilateral **negotiations** held during the week, should not be lost. He said that the proposed ITA II...

23/3,K/188 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03903634 Supplier Number: 50088924 (USE FORMAT 7 FOR FULLTEXT)

Monsanto changes stand on labeling genetically modified food in EU

Food Labeling News, v6, n31, pN/A

May 13, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1470

... Ready beans," McDermott said.

Soybean group believes labeling unnecessary

The American Soybean Association has not **changed** its position on labeling GM **products** ; the group still believes that labeling is unnecessary. "We're in favor of not having...

23/3,K/189 (Item 6 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03902775 Supplier Number: 50079607 (USE FORMAT 7 FOR FULLTEXT)

Frozen fruit bars, sandwiches recalled for undeclared dyes

Food Labeling News, v6, n31, pN/A

May 13, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1661

... Ready beans," McDermott said.

Soybean group believes labeling unnecessary

The American Soybean Association has not **changed** its position on labeling GM **products** ; the group still believes that labeling is unnecessary. "We're in favor of not having...

23/3,K/190 (Item 7 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03901900 Supplier Number: 50078695 (USE FORMAT 7 FOR FULLTEXT)

Monsanto changes stand on labeling genetically modified food in European Union

Pesticide & Toxic Chemical News, v26, n28, pN/A

May 7, 1998

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1463

... soybeans went, there went Roundup Ready beans," McDermott said.

The American Soybean Association has not **changed** its position on labeling GM **products** ; the group still believes that labeling is

unnecessary. "We're in favor of not having...

23/3,K/191 (Item 8 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03834087 Supplier Number: 48327194 (USE FORMAT 7 FOR FULLTEXT)
PRICING MODELS FOR ELECTRONIC DATABASES ON THE INTERNET
Online Libraries & Microcomputers, v16, pN/A
March 1, 1998
Language: English Record Type: Fulltext
Document Type: Newsletter; Professional Trade
Word Count: 1872

... problems facing libraries is the complexity of pricing models by some IPs, the need to **negotiate** pricing with **several vendors** to gain access to a single **product** (e.g. an aggregator and a publisher must each provide pieces of a price before...

23/3,K/192 (Item 9 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03784107 Supplier Number: 48196180 (USE FORMAT 7 FOR FULLTEXT)
UN: Post of Deputy Sec-Gen, new scale of assessments, 98-99 budget, anti-terrorist bombings convention (PART 1)
M2 Presswire, pN/A
Dec 29, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 2356

... weapons.
The critical issue in that debate was whether to proceed on a multilateral or **bilateral** basis in **negotiating** nuclear disarmament. **Many** Committee **members** pressed for **multilateral negotiations** in the Conference on Disarmament, the sole **multilateral negotiating** forum on disarmament, with the goal of eliminating nuclear weapons within a specific time frame...

23/3,K/193 (Item 10 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03779463 Supplier Number: 48183352 (USE FORMAT 7 FOR FULLTEXT)
UN: Nuclear disarmament issues dominate First Committee debate
M2 Presswire, pN/A
Dec 17, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1243

... weapons.
The critical issue in that debate was whether to proceed on a multilateral or **bilateral** basis in **negotiating** nuclear disarmament. **Many** Committee **members** pressed for **multilateral negotiations** in the Conference on Disarmament, the sole **multilateral negotiating** forum on

disarmament, with the goal of eliminating nuclear weapons within a specific time frame...

23/3,K/194 (Item 11 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03546774 Supplier Number: 47334223 (USE FORMAT 7 FOR FULLTEXT)

China must make market access offer, WTO head says

Asian Economic News, pN/A

April 28, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 419

... oriented economy continues to lack market structures that sufficiently conform to WTO protocols.

Meanwhile, its **bilateral negotiations** with **many WTO member** countries on market access issues have either been deemed not commercially viable or have been...

23/3,K/195 (Item 12 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03519400 Supplier Number: 47266966 (USE FORMAT 7 FOR FULLTEXT)

USIA: 1997 national trade estimate report -- European Union - Pt. 5

M2 Presswire, pN/A

April 2, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1723

... of the EU in the treatment of foreign investment is still evolving, however, and in **many** instances **Member** State practices are of more direct relevance to U.S. investors. EU Member States **negotiate** their own **bilateral** investment protection and taxation treaties, and generally retain responsibility for their investment regimes.

Member State...

23/3,K/196 (Item 13 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03427536 Supplier Number: 47059448 (USE FORMAT 7 FOR FULLTEXT)

The WTO dispute settlement process

Business Law Europe, pN/A

Jan 23, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional

Word Count: 276

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

The WTO process aims to achieve settlement by **multilateral negotiation**. A member government may complain that **another member**'s actions are in breach of the agreements. The secretariat appoints a panel if consultations

...
23/3,K/197 (Item 14 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02794130 Supplier Number: 45668545 (USE FORMAT 7 FOR FULLTEXT)
Electricity transit directive updated
EC Energy Monthly, pN/A
July 14, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 231

... high voltage grids are bound to carry another utility's power across their territory to **another member** state for a **negotiated** fee.
The **changes**, approved in an April Commission decision and later published in the Official Journal, were made...

23/3,K/198 (Item 15 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02770324 Supplier Number: 45621686 (USE FORMAT 7 FOR FULLTEXT)
PRODUCT SIDEWIRE...
Telecomworldwire, pN/A
June 22, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1175

... relevant to each call... VOICE PRODUCTS LTD, a UK telephone integration company, has launched a **product** to provide integrated voice mail services through a BT Monarch telephone **switch**; the company is now supplying and installing Exacom 'E & M' converters which will allow VMX...

...series into the UK market in an exclusive UK distribution agreement with Alantec Corp; the **product** is said to be the first and only stackable multilayer **switching** hub with bridging and multiprotocol routing as standard with built-in features for workgroup switches...

23/3,K/199 (Item 16 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02735665 Supplier Number: 45550921 (USE FORMAT 7 FOR FULLTEXT)
HM TREASURY - NELSON FLIES TO WASHINGTON TO DISCUSS GENERAL AGREEMENT ON TRADE IN SERVICES (GATS)
M2 Presswire, pN/A
May 19, 1995
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 480

... Favoured Nation principle, which would essentially allow a member to discriminate between the financial services **suppliers** of **different** countries.

3.Key dates for the conclusion of negotiations are:
-15/19 May **Bilateral negotiations**
-15 June Submission of final positions
-30 June Services Council to make final assessment.
M2...

23/3,K/200 (Item 17 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02644423 Supplier Number: 45355221 (USE FORMAT 7 FOR FULLTEXT)
CONGRESS DIVIDED OVER FAST-TRACK REAUTHORIZATION by B. Anne Craib
JEI Report, v199, n7, pN/A
Feb 24, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 853

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...last was used to shield from amendment the agreements struck in the Uruguay Round of **multilateral trade negotiations**. Of primary concern to **many** Republican **members** of Congress is President Clinton's desire to include in future trade agreements environmental and...

23/3,K/201 (Item 18 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02556169 Supplier Number: 45157424 (USE FORMAT 7 FOR FULLTEXT)
COLOMBIA, VENEZUELA & COSTA RICA SEEK MODIFICATIONS TO RESPECTIVE TRADE AGREEMENTS WITH MEXICO
SourceMex Economic News & Analysis on Mexico, pN/A
Nov 23, 1994
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 913

... Mexican government to waive Costa Rica's guaranteed share of the Mexican sugar market if **alternative suppliers** can be found in Mexico.

In addition, Carvajal suggested that Costa Rican **negotiators** should have insisted on including a section on dairy **products** in the agreement, in order to protect Costa Rican dairy producers against a flood of...

23/3,K/202 (Item 19 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02420565 Supplier Number: 44808738 (USE FORMAT 7 FOR FULLTEXT)
Unilateral, Bilateral Or Multilateral?
JEI Report, v199, n25, pN/A
July 1, 1994
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 3291

... violation of international trade rules, compensation will have to

be paid to the injured foreign **party** .

Many domestic **trade** analysts fear that Mr. Gingrich's claims about impinged U.S. sovereignty received a boost...

...from Mexico and several Asian nations as well as processed fish products from Europe. Although **changes negotiated** as part of the Uruguay Round pact supposedly will protect a nation's right to...

23/3,K/203 (Item 20 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02315975 Supplier Number: 44504457 (USE FORMAT 7 FOR FULLTEXT)

MEXICO & CANADA REAFFIRM COMMITMENT TO EXTEND NAFTA TO OTHER LATIN AMERICAN COUNTRIES

Chronicle of Latin American Economic Affairs, pN/A

March 10, 1994

Language: English Record Type: Fulltext

Document Type: Newsletter; General

Word Count: 576

... s Office of Trade Policy, who attended the conference. Cosby says that Canada already opened **bilateral negotiations** with Chile more than a year ago, but that the three NAFTA **members** must **first** "clarify" the procedures and conditions under which more countries will be allowed to join the...

23/3,K/204 (Item 21 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02213730 Supplier Number: 44203456 (USE FORMAT 7 FOR FULLTEXT)

A marketer's guide to endaka, or retail's respnia

Market Asia Pacific, v2, n11, pN/A

Nov, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 814

... to 70 percent on items like china, perfume, and clothing. Discount stores that sell imported **merchandise** are proliferating, reinforcing a trend toward **bargain** shopping.

Nonetheless, **many consumers** are still waiting for the benefits of the strong yen to trickle down. They complain...

23/3,K/205 (Item 22 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

02133571 Supplier Number: 43979107 (USE FORMAT 7 FOR FULLTEXT)

AIR TRANSPORT: MINISTERS STALL ON COMPUTER RESERVATION SYSTEMS

Multinational Service, n333, pN/A

July 19, 1993

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 504

... preceding Transport Council on March 15. The group will address conflicts of interest common to **several Member** States which appear when an EC Member State holds **bilateral negotiations** with a third country. However, existing agreements will in no case be called into question...

23/3,K/206 (Item 23 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

02121352 Supplier Number: 43945541 (USE FORMAT 7 FOR FULLTEXT)
COMPUTER RESERVATION SYSTEMS: MINISTERS RELUCTANT TO IMPOSE DEHOSTING PRINCIPLE

Transport Europe, n30, pN/A
July 1, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1103

... preceding Transport Council on March 15. The group will address conflicts of interest common to **several Member** States which appear when an EC Member State holds **bilateral negotiations** with a third country. However, existing agreements will in no case be called into question...

23/3,K/207 (Item 24 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01993382 Supplier Number: 43577541 (USE FORMAT 7 FOR FULLTEXT)
Arrival of Second Banking Directive May Lead to Individual Agreements--Rod McNeil

Thomson's International Banking Regulator, v5, n1, pN/A
Jan 11, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 806

... has given too little power to host supervisors, and too much to home-country authorities.

Several member states are busy **negotiating bilateral** arrangements that define how the 2BCD will be carried out in practice, effectively maintaining for...

23/3,K/208 (Item 25 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01687644 Supplier Number: 42701608 (USE FORMAT 7 FOR FULLTEXT)
The Saudi speech to the Moscow conference
Middle East News Network, pN/A
Jan 29, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 905

... about the risk of the peace process collapsing as a result of the behavior of **another main party** to the negotiations, and the resulting obstruction of the **bilateral negotiations**. From this perspective, we

urge the co-sponsors and the international community to respond to...

23/3,K/209 (Item 26 from file: 636)

DIALOG(R) File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01411966 Supplier Number: 41837356 (USE FORMAT 7 FOR FULLTEXT)

PUBLICATIONS: Cross-Border Insolvency: Comparative Dimensions. Edited by

Ian F Fletcher. GBP25

Business Law Brief, pN/A

Feb, 1991

Language: English Record Type: Fulltext

Document Type: Newsletter; Professional

Word Count: 472

... insolvency, and a proposed model insolvency treaty by Mr Peter Totty.

This model would be **negotiated bilaterally**, with the result that there would be 132 treaties within the EC. However, that is **many** fewer than **member** states have inter se and with nonEC countries on double taxation, and they seem to...

Set	Items	Description
S1	0	AU=(WELLAN M? OR WELLAN, M?)
S2	4883	NEGOTIAT? OR BARGAIN?
S3	12344	AUCTION? OR TRADING OR TRADE? ?
S4	2122229	CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? - OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERSON? ?
S5	61468	MERCHANT? OR RETAILER? OR VENDOR? ? OR MANUFACTURER? OR SELLER? OR PARTY OR WHOLESALE? OR SUPPLIER?
S6	6092561	PLURAL? OR SEVERAL OR VARIOUS OR MANY OR MULTIPLE? OR NUMEROUS OR DIFFERENT? OR FIRST OR SECOND OR 1ST OR 2ND OR ANOTHER OR SEPARATE? OR ALTERNATE?
S7	5560	BILATERAL? OR MULTILATERAL OR (BI OR MULTI) () LATERAL?
S8	2294302	ATTRIBUTE? OR QUANTITY OR PRICE? OR FEATURE? OR TYPE?
S9	131550	OFFER? OR COUNTEROFFER?
S10	2027355	PRODUCT? ? OR GOOD? ? OR ITEM? ? OR WARE? OR MERCHANDISE?
S11	173398	S6 (2N) (S4 OR S5)
S12	81	S11 (25N) S2
S13	52	S11 AND S2 AND S8
S14	6	S7 AND S2
S15	28	(S12 OR S13) (20N) S10
S16	34	S14 OR S15

? show file

File 344:Chinese Patents Abs Aug 1985-2003/Apr

(c) 2003 European Patent Office

File 347:JAPIO Oct 1976-2003/May(Updated 030902)

(c) 2003 JPO & JAPIO

File 350:Derwent WPIX 1963-2003/UD,UM &UP=200361

(c) 2003 Thomson Derwent

File 371:French Patents 1961-2002/BOPI 200209

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16/5/1 (Item 1 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2003 JPO & JAPIO. All rts. reserv.

07550871 **Image available**
SERVER SYSTEM FOR MEDIATING SALES

PUB. NO.: 2003-044711 [JP 2003044711 A]
PUBLISHED: February 14, 2003 (20030214)
INVENTOR(s): OOIWANE NARUYOSHI
YOSHIMURA KOJI
APPLICANT(s): OS PLANNING KK
APPL. NO.: 2001-227678 [JP 20011227678]
FILED: July 27, 2001 (20010727)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a sales mediation server system for enabling a buyer to perform a transaction on advantageous terms by facilitating communication of intention between the buyer and sellers and simultaneously negotiating with a plurality of sellers in a so-called name-your-**price** auction using the Internet.

SOLUTION: When a user terminal 3 makes a purchase offer for an **item** desired to be bought to a server 1 connected to the Internet 2, a server 1 allows a seller terminal 4 to view a list of purchase offers. The seller terminal 4 selects purchase offers from the list to make a detailed page to be displayed, and makes a sales offer if a purchase offer with sellable conditions exists. The user/seller can freely publish and view messages on the page. Then, if the user agrees to the final sales conditions, the user decides purchase.

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16/5/2 (Item 2 from file: 347)
DIALOG(R)File 347:JAPIO
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07240917 **Image available**
SYSTEM AND METHOD FOR SELLING PRODUCT

PUB. NO.: 2002-109368 [JP 2002109368 A]
PUBLISHED: April 12, 2002 (20020412)
INVENTOR(s): NAKADA AKIO
KURAMOTO SEIJI
FURUKAWA YUKIKO
TAGAWA MOTOYUKI
TABATA TAKAO
SEKI NORIO
NAKAMURA TAKEAKI
MORI NAOKI
APPLICANT(s): OLYMPUS OPTICAL CO LTD
APPL. NO.: 2000-300004 [JP 2000300004]
FILED: September 29, 2000 (20000929)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a **product** selling system and a **product** selling method with which respective customers can obtain needs, business **negotiation** in buying a **product** or a place for information exchange

among **customers** with one **another** , without having to meet the person in charge face to face, when the customers have sufficient time.

SOLUTION: The customers can carry out 'quotation writing', '**price negotiation** ', 'request for special orders', 'Q and A' and 'information exchange' which are a plurality of pieces of 2nd **item** information, whenever the customers want to by performing user registration, acquiring an ID and a password and also downloading various programs for information exchange to their own computers.

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16/5/3 (Item 3 from file: 347)

DIALOG(R)File 347:JAPIO

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07173470 **Image available**

METHOD AND DEVICE FOR SELLING/BUYING ARTICLE AND COMPUTER PROGRAM PRODUCT

PUB. NO.: 2002-041857 [JP 2002041857 A]

PUBLISHED: February 08, 2002 (20020208)

INVENTOR(s): AGGARWAL ALOK

ARUN KUMAR

RAHAL GARG

APPLICANT(s): INTERNATL BUSINESS MACH CORP (IBM)

APPL. NO.: 2001-181268 [JP 20011181268]

FILED: June 15, 2001 (20010615)

PRIORITY: 00 597000 [US 2000597000], US (United States of America),

June 20, 2000 (20000620)

INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To provide a value-added auction over plural online auctioneers.

SOLUTION: A method and a system are provided for a computerized auction for providing a value-added service to a bidder and a seller through an intelligent mediation agent capable of better matching of the bidder with an item. While using set bidding information, a mediation bidding agent intelligently offers a bid to auction. Similarly, a mediation auction agent intelligently puts an **item** for sale to various auctions. Such an agent works in place of **plural clients** and can execute an effective **negotiation** as well.

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16/5/4 (Item 4 from file: 347)

DIALOG(R)File 347:JAPIO

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07110505 **Image available**

SYSTEM AND METHOD FOR PRODUCT SALE BY BULK

PUB. NO.: 2001-338172 [JP 2001338172 A]

PUBLISHED: December 07, 2001 (20011207)

INVENTOR(s): YAMAZAKI TAKASHI

APPLICANT(s): NEC CORP

APPL. NO.: 2000-158886 [JP 2000158886]

FILED: May 29, 2000 (20000529)
INTL CLASS: G06F-017/60

ABSTRACT

PROBLEM TO BE SOLVED: To allow an orderer not to have to directly **negotiate** with a dealer about a **price** when the orderer does not want to purchase the **product** at a **price** that is decided one-sidedly by the dealer and when the orderer wants to purchase the **product** at a lower cost.

SOLUTION: A dealer terminal 2 transmits sales **product** information 11 including the discount **price** of each amount of **product** sale by bulk with the instruction of a dealer, a dealer agency server 3 receives and transmits the information 11, respective user terminals 1 receive and display the information 11, transmit product order information 12 to the server 3 according to the instructions of respective orderers, the server 3 receives the information 12 sent from a plurality of user terminals 1 decides whether or not sales are established from the information 12 and 11, transmits sales establishment information, the information 12 and delivery instruction information 14 to the terminal 2, and the terminal 2 receives and displays these information.

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16/5/5 (Item 5 from file: 347)
DIALOG(R)File 347:JAPIO
(c) 2003 JPO & JAPIO. All rts. reserv.

07055394 **Image available**
MERCHANDISE JOINT BUYING METHOD AND SYSTEM THEREFOR

PUB. NO.: 2001-283029 [JP 2001283029 A]
PUBLISHED: October 12, 2001 (20011012)
INVENTOR(s): INABA MINORU
APPLICANT(s): INABA MINORU
APPL. NO.: 2000-095148 [JP 200095148]
FILED: March 30, 2000 (20000330)
INTL CLASS: G06F-017/60; G06F-013/00

ABSTRACT

PROBLEM TO BE SOLVED: To enable a consumer to take part in price formation by realizing **price** negotiation between with the side of a selling person.

SOLUTION: This joint buying method for **plural users** to buy **merchandise** jointly on a computer network 8 consisting of plural computer terminals 5 and 6 connected in a state where data communication is possible includes a purchase desire receiving step for coordinating and registering at least personal information of a user and information enabling specifying of the merchandise which the user desires to purchase, a purchase desiring person totaling step for totaling the number of the purchase desiring persons of each merchandise based on registered information, a purchase desiring person number disclosing step for disclosing the totaled number of the purchase desiring persons to the side of the selling person by each **merchandise** and a sales **price** receiving step for receiving a sales desired **price** from the side of the selling person.

COPYRIGHT: (C)2001,JPO

16/5/6 (Item 1 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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015554012 **Image available**

WPI Acc No: 2003-616167/200358

XRPX Acc No: N03-490604

Electronic-commerce trading system, multi-matching unit matching sell bids of seller with request for quotation having various attributes and business conditions of buyer that is evaluated for selecting winning bid

Patent Assignee: LEE J (LEEJ-I)

Inventor: LEE J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030088494	A1	20030508	US 2000733035	A	20001211	200358 B

Priority Applications (No Type Date): US 2000733035 A 20001211

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030088494	A1	18	G06F-017/60	

US 20030088494 A1 18 G06F-017/60

Abstract (Basic): US 20030088494 A1

NOVELTY - The system has a multi-matching unit (552) to match a buyer request for quotations (RFQ) with a sellers bid records (900). Sell bid presentation and evaluation units (550,553) that presents and evaluates the sell bids to satisfy the **attributes** and business conditions to select the winning bid. Communication and transaction completion units **negotiate** and purchase the **product** by the winner.

DETAILED DESCRIPTION - The buyer unit has RFQ creation and submission unit enabling the buyers to create and submit RFQs with attributes and business conditions of preference. A RFQ receiving and storing unit enable a market place to receive and store the request in the database system and RFQ posting unit to post it to various potential sellers. The seller unit has a sell bid creation and submission units that creates and submits the sell bids with set of attribute values. A sell bid receiving and storing unit enables the market place to receive and store the sell bid values with attributes in the database systems. An INDEPENDENT CLAIM is also included for a method of doing business over a network.

USE - Used for online trading over a computer network.

ADVANTAGE - The system provides a shorten RFQ without sacrificing the effectiveness of trading mechanism and also allows the buyers to research the market without submitting RFQs to electronic market place that improves the efficiency and accuracy of the system.

DESCRIPTION OF DRAWING(S) - The drawing shows a block diagram of a business process with sell bid aggregation

Sell bid presentation and evaluation units (550,553)

Multi-matching unit (552)

Sellers bid records (900)

pp; 18 DwgNo 5/10

Title Terms: ELECTRONIC; TRADE; SYSTEM; MULTI; MATCH; UNIT; MATCH; SELL; BID; REQUEST; QUOTATION; VARIOUS; ATTRIBUTE; BUSINESS; CONDITION; BUY; EVALUATE; SELECT; WINNING; BID

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/7 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

015553651 **Image available**

WPI Acc No: 2003-615806/200358

XRPX Acc No: N03-490350

Product content collaboration tool for travel agency, processes aspects of commercial information related to product content to identify discrepancy which is communicated to contract electronics manufacturers

Patent Assignee: KONINK PHILIPS ELECTRONICS NV (PHIG)

Inventor: BRUYNSTEEN G F; BRUYNSTEEN G

Number of Countries: 027 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20030050869	A1	20030313	US 2001952063	A	20010913	200358 B
WO 200323667	A2	20030320	WO 2002IB3763	A	20020911	200358

Priority Applications (No Type Date): US 2001952063 A 20010913

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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US 20030050869	A1		13	G06F-017/60	
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WO 200323667	A2	E		G06F-017/60	
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Designated States (National): CN JP KR

Designated States (Regional): AT BE BG CH CY CZ DE DK EE ES FI FR GB GR

IE IT LU MC NL PT SE SK TR

Abstract (Basic): US 20030050869 A1

NOVELTY - A development system (402) receives commercial information related to a product content from a database (401) and transfers it to a product data management (PDM) hub (403-a) of a original equipment manufacturer (OEM) system (403). The hub processes aspects of commercial information to identify discrepancy and communicates the discrepancy to hubs maintained by contract electronics manufacturers (CEMs) (404-a,b,e).

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (1) data processing system;
- (2) data processing method;
- (3) product produced based on commercial information; and
- (4) computer readable medium storing data processing program.

USE - Product content collaboration tool for travel agency which provides an all-in vacation with services provided by restaurants, hotels, transportation companies and by individual guides and professional assistants. Also used for collaborative service provided between TV broadcasting station, Internet content broker, video-on-demand service. or another content service provider with subcontract parties such as network operators, content owners, electronic program guide services or set top box manufacturers.

ADVANTAGE - Effectively improves collaboration on commercial information and enhances **bilateral negotiation** between original equipment manufacturer (OEM) and contract electronics manufacturer (CEM). Thus, the product cost is reduced and product quality is improved.

DESCRIPTION OF DRAWING(S) - The figure shows a schematic view of the product content collaboration tool.

database (401)

development system (402)

OEM system (403)

PDM hub (403-a)

CEMs (404-a,b,e)

pp; 13 DwgNo 4/6

Title Terms: PRODUCT; CONTENT; TOOL; TRAVEL; AGENT; PROCESS; ASPECT;
COMMERCIAL; INFORMATION; RELATED; PRODUCT; CONTENT; IDENTIFY; DISCREPANCY
; COMMUNICATE; CONTRACT; ELECTRONIC; MANUFACTURE
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

16/5/8 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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015442083 **Image available**
WPI Acc No: 2003-504225/200347
XRPX Acc No: N03-400379

**Audit integrity ensuring method in electronic supply chain, involves
selecting product supplier for producing and supplying product and
logging selected product supplier's request for audit purposes**

Patent Assignee: CARROLL J J (CARR-I); CLOUGH J (CLOU-I)

Inventor: CARROLL J J; CLOUGH J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No.	Kind	Date	Applicat No	Kind	Date	Week
US 20030083911	A1	20030501	US 2001983636	A	20011025	200347 B

Priority Applications (No Type Date): US 2001983636 A 20011025

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20030083911	A1		6 G06F-017/60	

Abstract (Basic): US 20030083911 A1

NOVELTY - The uniform resource locator (URL) information of a production data is provided to **several product suppliers** (18) by an e-service provider (15). A specific **product** supplier is selected by **negotiating** with the supplier. The selected supplier's request is logged by the e-service provider for audit purposes before allowing the supplier to retrieve the data for producing and supplying the ordered product to a customer.

USE - For ensuring audit integrity in electronic supply (e-supply) chain for producing and supplying product such as poster prints to customers through Internet, intranet and virtual private network (VPN).

ADVANTAGE - As the provider records the request by the supplier, unauthorized data retrievals are avoided. Ensures security by providing password access to the data items thereby preventing the production data being accessed by suppliers other than the selected one.

DESCRIPTION OF DRAWING(S) - The figure shows a schematic view of the e-service provision system.

e-service provider (15)

product suppliers (18)

pp; 6 DwgNo 1/1

Title Terms: AUDIT; INTEGRITY; ENSURE; METHOD; ELECTRONIC; SUPPLY; CHAIN;
SELECT; PRODUCT; SUPPLY; PRODUCE; SUPPLY; PRODUCT; LOG; SELECT; PRODUCT;
SUPPLY; REQUEST; AUDIT; PURPOSE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/9 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015429476 **Image available**

WPI Acc No: 2003-491618/200346

XRPX Acc No: N03-390501

Method for evenly allocating the network goods orders to multiple suppliers - providing united services or marketing by multiple suppliers to reduce the running cost

Patent Assignee: GAU S (GAUS-I); LING J (LING-I)

Inventor: GAU S; LING J

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
TW 507151	A	20021021	TW 2001112731	A	20010523	200346 B

Priority Applications (No Type Date): TW 2001112731 A 20010523

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
TW 507151	A		G06F-017/60	

Abstract (Basic): TW 507151 A

NOVELTY - The present invention provides a method for evenly allocating the network goods orders to multiple suppliers, wherein when a plurality of buyers are conducting on-line trading through the network, the database of the network server stores the information of a single or a plurality of united services or marketing, and the information comprises a plurality of supplier contact tables and the order information of the buyers, and the orders are alternatively and evenly allocate the suppliers' services or marketing in the plurality of suppliers, wherein the sequential information for evenly allocating the orders to **alternate** the **suppliers** ' services and marketing is the alternate services or marketing sequence for allocating the orders after the **negotiation** between the suppliers of the united services or marketing **goods** ; then, after ordering by the buyers, the sequence will be followed to allocate the order with one supplier's service or marketing goods to the buyer. The method includes the following steps: receiving the united services or marketing information; displaying the goods information for the buy's reference; and, processing the order to allocate a supplier's service or marketing goods.

DwgNo 1/1

Title Terms: METHOD; EVEN; ALLOCATE; NETWORK; GOODS; ORDER; MULTIPLE; SUPPLY; UNITE; SERVICE; MARKET; MULTIPLE; SUPPLY; REDUCE; RUN; COST

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/10 (Item 5 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015332934 **Image available**

WPI Acc No: 2003-393870/200337

XRPX Acc No: N03-314724

Computer based system for managing commitments, reducing measurement errors, and making safe disclosures, comprises of modules for contingent commitment, valuation, and negotiation

Patent Assignee: GROZ M M (GROZ-I)

Inventor: GROZ M M

Number of Countries: 100 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200338732	A2	20030508	WO 2002US35204	A	20021101	200337 B

Priority Applications (No Type Date): US 20011475 A 20011101

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200338732	A2	E	42	G06K-000/00	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU
ZA ZM ZW

Designated States (Regional): AT BE BG CH CY CZ DE DK EA EE ES FI FR GB
GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SK SL SZ TR TZ UG ZM ZW

Abstract (Basic): WO 200338732 A2

NOVELTY - Contingent commitment module enables users to formulate and submit sets of contingent commitments and tests those sets for logical consistency and syntactical correctness. The valuation module enables users to estimate the value of an arbitrary collection of assets, liabilities, or other quantities. The **negotiation** module enables two agents to **bilaterally negotiate** while protecting their **negotiation** strategy and allowing the agents to form a binding legal contract on the basis of the **negotiation**.

DETAILED DESCRIPTION - INDEPENDENT CLAIM included for the following:

- (a) system;
 - (b) method for improving accuracy of a valuation estimate;
 - (c) method for using a computer to conduct a **negotiation**;
 - (d) managing commitments
- USE - For computer systems.

ADVANTAGE - Increases the ability of agents to manage their commitments and to make safe disclosures of sensitive information.

DESCRIPTION OF DRAWING(S) - The diagram shows an architecture suitable for implementing the method

contingent commitment module (15)

valuation module (25)

negotiation module (35)

pp; 42 DwgNo 1/5

Title Terms: COMPUTER; BASED; SYSTEM; MANAGE; REDUCE; MEASURE; ERROR; SAFE; COMPRISE; MODULE; VALUE; **NEGOTIATE**

Derwent Class: T01

International Patent Class (Main): G06K-000/00

File Segment: EPI

16/5/11 (Item 6 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015205634 **Image available**

WPI Acc No: 2003-266169/200326

XRPX Acc No: N03-211376

Cost information management method for online shopping, involves

estimating profit margin for product selling based on sales price and

product cost information received from different suppliers

Patent Assignee: BYE J (BYEJ-I); ACCENTURE GLOBAL SERVICES GMBH (ACCE-N)

Inventor: BYE J

Number of Countries: 100 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020178109	A1	20021128	US 2001866450	A	20010525	200326 B
WO 200305259	A2	20030116	WO 20021B3122	A	20020522	200326

Priority Applications (No Type Date): US 2001866450 A 20010525

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020178109	A1		25	G06F-017/60	
WO 200305259	A2	E		G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

Abstract (Basic): US 20020178109 A1

NOVELTY - A **product** cost information from **different suppliers** is electronically stored in a database (220) and a sales **price** for the **product** is received. The profit margin for the sale of **product** is calculated using the received sales **price** and the **product** cost information. The calculated profit margin is displayed based on the request from suppliers.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) fact based negotiation tool for online shopping; and
- (2) computer readable medium storing cost information providing program.

USE - For providing cost information to consumers in online shopping using fact based negotiation tool through internet.

ADVANTAGE - The user can remotely view and manipulate cost information and other information without creating discrepancies in main database, thereby desired ordering is enabled. Provides proper assistance to user in selecting the products by estimating the profit margins quickly and effectively.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of fact based negotiation tool. database (220)

pp; 25 DwgNo 2/19

Title Terms: COST; INFORMATION; MANAGEMENT; METHOD; SHOPPING; ESTIMATE; PROFIT; MARGIN; PRODUCT; SELL; BASED; SALE; PRICE; PRODUCT; COST; INFORMATION; RECEIVE; SUPPLY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/12 (Item 7 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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015147179 **Image available**

WPI Acc No: 2003-207706/200320

Method and device for trade electronic commerce capable of negotiating price

Patent Assignee: FIRSTB2R CO LTD (FIRS-N)

Inventor: KANG D G

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2002082583	A	20021031	KR 200122094	A	20010424	200320 B

Priority Applications (No Type Date): KR 200122094 A 20010424

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
KR 2002082583	A	1	G06F-017/60	

Abstract (Basic): KR 2002082583 A

NOVELTY - A method and device for a trade electronic commerce capable of negotiating a price is provided to purchase a commodity at low cost by discounting a purchase price regardless of a buyer when the total selling amount of a purchase commodity with respect to a single purchaser is more than predetermined selling amount and when the total selling amount with respect to a single commodity is more than a predetermined selling amount.

DETAILED DESCRIPTION - Contents are connected to a plurality of buyers(101) through an Internet network(300) includes trade transaction contents(111) for supplying a user authentication and a trade transaction service, and payment contents(113). A personal information database(121) stores personal information of many clients for authentication. A buyer database(123) stores a purchase commodity with respect to a single buyer, the total selling amount of a purchase commodity with respect to a single buyer, accumulated amount of money information, etc. A commodity database(125) stores prices according to amounts with respect to a commodity, the total selling amount with respect to a single commodity, a discount rate in accordance with the total selling amount with respect to a single commodity, and amount of stored goods. A plurality of sellers (131) are connected to the trade transaction web server(110) through an Internet network and produces commodities.

pp; 1 DwgNo 1/10

Title Terms: METHOD; DEVICE; TRADE; ELECTRONIC; CAPABLE; NEGOTIATE; PRICE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/13 (Item 8 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014872539 **Image available**

WPI Acc No: 2002-693245/200275

XRPX Acc No: N02-546882

Bilateral quote negotiation for electronic trading system, involves initiating negotiation session based on acceptance of price quotes by requesting traders and monitoring negotiation session for inappropriate transactions

Patent Assignee: ESPEED INC (ESPE-N); GILBERT A C (GILB-I); GILBERT M A (GILB-I); JONES T D (JONE-I); KIRWIN G D (KIRW-I); KIRWIN J (KIRW-I);

LUTNICK H W (LUTN-I); TSELEPIS M K (TSEL-I); TSELEPIS W P (TSEL-I)

Inventor: GILBERT A C; JONES T D; KIRWIN G D; LUTNICK H W; TSELEPIS W P; GILBERT M A; KIRWIN J; TSELEPIS M K

Number of Countries: 101 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1246112	A1	20021002	EP 2002252371	A	20020402	200275 B
WO 200279904	A2	20021010	WO 2002US10066	A	20020329	200277
US 20030033239	A1	20030213	US 2001280692	P	20010330	200314
			US 2002113841	A	20020329	

Priority Applications (No Type Date): US 2001280692 P 20010330; US
2002113841 A 20020329

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

EP 1246112 A1 E 31 G06F-017/60

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

WO 200279904 A2 E G06F-000/00

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA
ZM ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

US 20030033239 A1 G06F-017/60 Provisional application US 2001280692

Abstract (Basic): EP 1246112 A1

NOVELTY - A request for quote (RFQ) is requested from a requesting trader and posted to one of the market participants. A price quote is received from the participant and a rule-based **negotiation** session is initiated based on the acceptance of the price quote by the trader. The **negotiation** session is policed for inappropriate transactions.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) **Bilateral** quote **negotiation** policing method;
- (2) Quote request distribution method;
- (3) **Bilateral** quote **negotiation** system;
- (4) **Bilateral** quote **negotiation** policing system; and
- (5) Quote request distribution system

USE - For **negotiating bilateral** rule-based quotes between potential buyers and sellers in electronic trading system using interactive user interface.

ADVANTAGE - Provides monitoring of **negotiation** session to deter unfair **negotiation** practiced by either the requesting trader or the market participant.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of the **bilateral** quote **negotiation** system.

pp; 31 DwgNo 1/9

Title Terms: **BILATERAL ; NEGOTIATE ; ELECTRONIC; TRADE; SYSTEM; INITIATE; NEGOTIATE ; SESSION; BASED; ACCEPT; PRICE; REQUEST; MONITOR; NEGOTIATE ; SESSION; INAPPROPRIATE; TRANSACTION**

Derwent Class: T01

International Patent Class (Main): G06F-000/00; G06F-017/60

File Segment: EPI

16/5/14 (Item 9 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014792952 **Image available**

WPI Acc No: 2002-613658/200266

XRPX Acc No: N02-486174

Used goods agency system e.g. for pachinko machine, slot machine notifies sales establishment when bargain sale amount of selected goods equals buyer's hope amount, otherwise provides application of another seller to buyer

Patent Assignee: DAITSU KK (DAIT-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002215939	A	20020802	JP 200110514	A	20010118	200266 B

Priority Applications (No Type Date): JP 200110514 A 20010118

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2002215939	A	14	G06F-017/60	

Abstract (Basic): JP 2002215939 A

NOVELTY - A calculating unit calculates the total used goods registered by the seller. A browsing unit displays the used **goods** list under specific classification and receives buyer's choice. If the **bargain** sale amount of selected **goods** equals the buyer's hope amount, then sale establishment is notified, else the application of **another seller** is provided to the buyer.

USE - Used goods agency system e.g. for pachinko machine, slot machine.

ADVANTAGE - As dealing with another seller is established in unsatisfied conditions, customer service efficiency is improved. Usage of network helps in easy model exchange transaction and enables to provide some reference information about model exchange and manufacturing planning, etc.

DESCRIPTION OF DRAWING(S) - The figure shows the structural drawing of agency device. (Drawing includes non-English language text).

pp; 14 DwgNo 2/16

Title Terms: GOODS; AGENT; SYSTEM; MACHINE; SLOT; MACHINE; NOTIFICATION; SALE; ESTABLISH; SALE; AMOUNT; SELECT; GOODS; EQUAL; BUY; AMOUNT; APPLY; BUY

Derwent Class: P36; T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): A63F-005/04; A63F-007/02

File Segment: EPI; EngPI

16/5/15 (Item 10 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014726426 **Image available**

WPI Acc No: 2002-547130/200258

XRPX Acc No: N02-433163

On-line business information processing platform combines matched buyer and seller serial numbers with material requirement list and supplier data, to generate price enquiry list

Patent Assignee: KUO T (KUOT-I)

Inventor: KUO T

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020065734	A1	20020530	US 2001808057	A	20010315	200258 B

Priority Applications (No Type Date): TW 2000125527 A 20001130

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20020065734	A1	10	G06F-019/00	

Abstract (Basic): US 20020065734 A1

NOVELTY - A processor (11) executes stored software program to establish a list of materials for a buyer (71). The serial number

provided by the buyer and the supplier (72) are matched and combined with information in the list and the supplier database, to generate a price enquiry list. Price quotation and order lists are generated based on the enquiry list.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for purchase information processing method.

USE - On-line business information processing platform.

ADVANTAGE - The information from multiple buyers are collected together to negotiate a better **price** with the supplier. The business information processing platform provides **price** enquiring quotation list automatically and quickly, since the **merchandise** provided by the suppliers is stored in the database on the platform.

DESCRIPTION OF DRAWING(S) - The figure shows the hardware structural diagram of the business information processing platform.

Processor (11)

Buyer (71)

Supplier (72)

pp; 10 DwgNo 1/8

Title Terms: LINE; BUSINESS; INFORMATION; PROCESS; PLATFORM; COMBINATION; MATCH; BUY; SERIAL; NUMBER; MATERIAL; REQUIRE; LIST; SUPPLY; DATA; GENERATE; PRICE; ENQUIRY; LIST

Derwent Class: T01; T05

International Patent Class (Main): G06F-019/00

International Patent Class (Additional): G06F-017/60

File Segment: EPI

16/5/16 (Item 11 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014648663 **Image available**

WPI Acc No: 2002-469367/200250

XRPX Acc No: N02-370488

Goods purchase support system in supermarket, notifies information of goods with near term of expiration date from goods information displayed on user terminal

Patent Assignee: FUJI XEROX CO LTD (XERF)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2002149963	A	20020524	JP 2000338926	A	20001107	200250 B

Priority Applications (No Type Date): JP 2000338926 A 20001107

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2002149963	A		8	G06F-017/60	

Abstract (Basic): JP. 2002149963 A

NOVELTY - A management unit performs term management of goods by holding term information such as expiry date of goods to be purchased by consumer from a shop terminal through Internet (7). The information are transmitted to user terminal (4). If the goods are consumed by consumer, the consumer inputs the purport to user terminal. The consumption interval of goods is estimated based on input purport information, to notify goods with near term of expiry date to the user.

USE - In supermarket, departmental store, shop, etc., for supporting purchase goods by consumer.

ADVANTAGE - Eliminates forgetting of consumption term of goods by consumer. Prevents abandonment by expiration of purchased **goods**.

Enables purchasing **goods** efficiently, as consumption interval of **goods** is estimated by consumer. Enables supporting consumption action of **consumer** from **various** surfaces, as **consumer** acquires **various** useful information by linking with various information e.g. menu information, **bargain** sale **goods** information when purchasing **goods**

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of consumer support system. (Drawing includes non-English language text).

User terminal (4)

Internet (7)

pp; 8 DwgNo 1/3

Title Terms: GOODS; PURCHASE; SUPPORT; SYSTEM; SUPERMARKET; NOTIFICATION; INFORMATION; GOODS; TERM; EXPIRE; DATE; GOODS; INFORMATION; DISPLAY; USER; TERMINAL

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/17 (Item 12 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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014622731 **Image available**

WPI Acc No: 2002-443435/200247

Related WPI Acc No: 2001-355393; 2002-471006; 2003-440096; 2003-634710

XRPX Acc No: N02-349368

Automated negotiation system for e-commerce, enables buyer's intelligent negotiation agent to engage in negotiation with seller's INA, when seller's INA responds to buyer's INA query

Patent Assignee: SOLOMON N (SOLO-I)

Inventor: SOLOMON N

Number of Countries: 096 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020046157	A1	20020418	US 99162932	P	19991101	200247 B
			US 2000250819	P	20001201	
			US 20017434	A	20011203	
WO 200367494	A1	20030814	WO 2001US47023	A	20011203	200354

Priority Applications (No Type Date): US 20017434 A 20011203; US 99162932 P 19991101; US 2000250819 P 20001201

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020046157	A1	129	G06F-017/60	Provisional application	US 99162932

Provisional application US 2000250819

WO 200367494 A1 E G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW

Abstract (Basic): US 20020046157 A1

NOVELTY - A buyer's intelligent **negotiation** agent (INA) transmits a buyer's initial query regarding a selected item, to a seller's intelligent **negotiation** agent. When the buyer's INA receives a response from the seller's INA, the buyer's INA engages in **negotiation**

with the seller's INA for procurement of the selected item.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Automated procurement closing system;
- (2) Automated procurement system;
- (3) Automated procurement **negotiation** method;
- (4) Automated procurement closing method;
- (5) Automated procurement method;
- (6) Automated arbitrage system;
- (7) Automated arbitrage method; and
- (8) Computer program product for item procurement; and
- (9) Computer program product for automated arbitrage.

USE - Electronic sourcing, evolutionary computation-based data analysis and synthesis applications, artificial intelligence, marketing and financial services network integration, multivariate and **multilateral** interactive **negotiation** processes, item customization, mobility processes of intelligent **negotiation** agents (INAs), complex **negotiation** and auction approaches, bidding for products, aggregation and arbitrage capabilities for point-to-point electronic commerce using Internet.

ADVANTAGE - Services and bundles using dynamic pricing approaches thereby enhancing processing efficiencies and productivity.

DESCRIPTION OF DRAWING(S) - The figure shows the architecture of a cooperative communication network.

pp; 129 DwgNo 1/92

Title Terms: AUTOMATIC; **NEGOTIATE** ; SYSTEM; ENABLE; BUY; INTELLIGENCE;
NEGOTIATE ; AGENT; ENGAGE; **NEGOTIATE** ; RESPOND; BUY; QUERY

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-009/44

File Segment: EPI

16/5/18 (Item 13 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014603136 **Image available**

WPI Acc No: 2002-423840/200245

Method and system for providing realtime/bidirectional e-commerce

Patent Assignee: WEEW COMMUNICATIONS INC (WEEW-N)

Inventor: YOON S H

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
KR 2002000675	A	20020105	KR 200035761	A	20000627	200245 B

Priority Applications (No Type Date): KR 200035761 A 20000627

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
KR 2002000675	A		1	G06F-017/60	

Abstract (Basic): KR 2002000675 A

NOVELTY - A method and a system for providing real-time/bidirectional e-commerce are provided to realize the purchasing transaction on an E-commerce site by both real-time intention exchange and bidirectional intention exchange.

DETAILED DESCRIPTION - First, a client system of a buyer accesses an E-commerce site provided in a web server of an E-commerce provider for buying a specific good. Then, the buyer searches the good information provided from the E-commerce site. Next, the buyer selects

a desired **good** from the E-commerce site. Then, the **price** of the selected **good** is **negotiated** by realistic intention exchange between the buyer and the provider. Therefore, the buyer can buy a required **good** at desired **price** through the **price** decision steps.

pp; 1 DwgNo 1/10

Title Terms: METHOD; SYSTEM; BIDIRECTIONAL
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

16/5/19 (Item 14 from file: 350)

DIALOG(R)File 350:Derwent WPIX
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014595426 **Image available**
WPI Acc No: 2002-416130/200244
Related WPI Acc No: 2002-674052
XRPX Acc No: N02-327432

Group initiative execution method for purchasing products over internet, involves accepting counter offer from sellers in response to offered prices , so as to satisfy specified requirements of buyer

Patent Assignee: MYGROUPBUY INC (MYGR-N)
Inventor: MOFFETT R P
Number of Countries: 096 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200223445	A2	20020321	WO 2001US28753	A	20010911	200244 B
AU 200192665	A	20020326	AU 200192665	A	20010911	200251

Priority Applications (No Type Date): US 2000231619 P 20000911

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200223445	A2	E	57	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN
IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ
PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200192665	A			G06F-017/60	Based on patent WO 200223445
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Abstract (Basic): WO 200223445 A2

NOVELTY - Several members define different prices for a same category of issues to be negotiated with the sellers (911) and offers the defined prices for consideration by the sellers. The seller respond individually to the members by providing counter-offer. The members accept the counter-offer from a seller, so as to satisfy specified requirements of the buyer (915).

USE - For executing group initiative for purchasing products or services such as office products, utilities, maintenance services, fuel, packaging, travel, waste removal, batteries, etc., over network such as internet, intranet, LAN, WAN, broadcast network.

ADVANTAGE - Allows buyer to keep the information confidential and buy exactly the desired product.

DESCRIPTION OF DRAWING(S) - The figure shows the customizable group initiative system.

Seller (911)

Buyer (915)

pp; 57 DwgNo 1/9

Title Terms: GROUP; EXECUTE; METHOD; PURCHASE; PRODUCT; ACCEPT; COUNTER;

OFFER; RESPOND; OFFER; PRICE; SO; SATISFY; SPECIFIED; REQUIRE; BUY
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

16/5/20 (Item 15 from file: 350)
DIALOG(R) File 350:Derwent WPIX
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014419990 **Image available**
WPI Acc No: 2002-240693/200229
XRPX Acc No: N02-185843

Electronic negotiation conducting method between advertising agencies and TV/radio station, involves negotiating several attributes about each inventory item being negotiated through electronic commerce system

Patent Assignee: MEDIAOCEAN INC (MEDI-N)
Inventor: GILL R G; RANKIN D R
Number of Countries: 094 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200191005	A2	20011129	WO 2001US16429	A	20010522	200229 B
AU 200161800	A	20011203	AU 200161800	A	20010522	200229

Priority Applications (No Type Date): US 2000206105 P 20000522

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
WO 200191005	A2	E 54	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200161800 A G06F-017/60 Based on patent WO 200191005

Abstract (Basic): WO 200191005 A2

NOVELTY - A proposal containing several inventory items is submitted from each seller to buyers, in response to buyer's request for proposal containing buyer's desired goals. The inventory **items** and the **attributes** about the inventory **item** are **negotiated** through electronic commerce system.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for e-commerce system.

USE - For conducting electronic negotiation between advertising agencies and TV/radio stations to purchase transactions for media advertising time using e-commerce system (claimed).

ADVANTAGE - Enables buyer to **negotiate** only those inventory **items** from each seller that best meet the buyer's criteria, by viewing proposals from **multiple sellers** in response to same request for proposal. Enables buyer to easily view the seller's proposed values for each **negotiated** attribute, since the proposal is transmitted and viewed by buyer in the same e-commerce system. Allows buyers and sellers to electronically negotiate complex purchase transactions.

DESCRIPTION OF DRAWING(S) - The figure shows the system diagram of negotiation/workflow computers of e-commerce system.

pp; 54 DwgNo 3/19

Title Terms: ELECTRONIC; NEGOTIATE; CONDUCTING; METHOD; ADVERTISE;
TELEVISION; RADIO; STATION; NEGOTIATE; ATTRIBUTE; INVENTORY; ITEM;

NEGOTIATE; THROUGH; ELECTRONIC; SYSTEM
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

16/5/21 (Item 16 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014383320 **Image available**
WPI Acc No: 2002-204023/200226

System and method for negotiating price automatically
Patent Assignee: KORION SYSTEM CO LTD (KORI-N)
Inventor: LEE C Y
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No Kind Date Applicat No Kind Date Week
KR 2001096419 A 20011107 KR 200030048 A 20000601 200226 B

Priority Applications (No Type Date): KR 200020469 A 20000418
Patent Details:
Patent No Kind Lan Pg Main IPC Filing Notes
KR 2001096419 A 1 G06F-017/60

Abstract (Basic): KR 2001096419 A

NOVELTY - A system and method for negotiating price is provided to activate electronic commerce by adjusting a desired **price** for a **product** which a purchaser wants to buy and a manufacturing **price** for the **product**, thereby making an estimation sheet at the best **price** for the **product**.

DETAILED DESCRIPTION - A server system is installed in a web operator side capable of automatically adjusting price. A plurality of clients are connected through the server system and the internet communication network. The server system includes a web server, which operates a web capable of adjusting price on line, an application server, a mail server which manages mails and a database server. The database server includes data for adjusting **price** on line. The data includes information on **products**, companies, estimation sheets, and classifications of **products**, members, orders and so on. A user inputs and outputs information stored in the database server through the internet communication network.

pp; 1 DwgNo 1/10

Title Terms: SYSTEM; METHOD; NEGOTIATE; PRICE; AUTOMATIC
Derwent Class: T01
International Patent Class (Main): G06F-017/60
File Segment: EPI

16/5/22 (Item 17 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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014309221 **Image available**
WPI Acc No: 2002-129924/200217
XRPX Acc No: N02-097981

Intermediary server for business transactions over network, has data offering unit that adds precise negotiation price, which was not offered to buyer, to offer data after transaction intent sending
Patent Assignee: NETTIMENT KK (NETT-N); HAYASHI H (HAYA-I); KUTSUZAWA T

(KUTS-I)

Inventor: HAYASHI H; KUTSUZAWA T

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20010056412	A1	20011227	US 2001776424	A	20010202	200217 B
JP 2002007765	A	20020111	JP 2000188574	A	20000623	200219

Priority Applications (No Type Date): JP 2000188574 A 20000623

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
US 20010056412	A1	38	G06F-017/60	
JP 2002007765	A	30	G06F-017/60	

Abstract (Basic): US 20010056412 A1

NOVELTY - An intent transmitting unit sends the transaction intent of a buyer to a seller which provides the **goods** or services agreed upon by the **buyer**. A **second** data offering unit adds a precise **negotiation price**, which has not been offered to the **buyer**, to **second** offer data after the buyer sends the transaction intent.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) a transaction intermediary method;
- (b) a transaction intermediary system.

USE - For exchanging information between buyers and sellers including buyer-driven negotiations to achieve business transaction favorable to buyers.

ADVANTAGE - Allows seller to provide discount price only to specified buyers to maintain confidentiality, thus promoting membership of sellers in transaction system.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of intermediary server.

pp; 38 DwgNo 2/14

Title Terms: INTERMEDIARY; SERVE; BUSINESS; TRANSACTION; NETWORK; DATA; OFFER; UNIT; ADD; PRECISION; NEGOTIATE; PRICE; OFFER; BUY; OFFER; DATA; AFTER; TRANSACTION; SEND

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/23 (Item 18 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014277560 **Image available**

WPI Acc No: 2002-098262/200213

XRPX Acc No: N02-072581

Communicating information between seller and buyers in negotiating room associated with on-line group-buying sale by providing flash demand curve to seller and receiving modified price for featured item from seller

Patent Assignee: VULCAN PORTALS INC (VULC-N)

Inventor: HALBERT R V; VAN HORN T; WAMPLER K D; WOODFORD D A

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200198997	A1	20011227	WO 2001US19103	A	20010613	200213 B
AU 200169820	A	20020102	AU 200169820	A	20010613	200230

Priority Applications (No Type Date): US 2000596921 A 20000619

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200198997 A1 E 104 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

AU 200169820 A G06F-017/60 Based on patent WO 200198997

Abstract (Basic): WO 200198997 A1

NOVELTY - Communications from buyers (402-406) may be transmitted to a **first seller** via a **negotiating** room (401a). At least some of the communications may contain offers for the first **featured item**. A first flash demand curve may be produced for the first **featured item** using the offers for the first **featured item**. The first flash demand curve is provided to the **first seller** for receiving a modified **price** for the first **featured item** from the **first seller**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for:

(a) a method for determining demand for **featured item** in an on-line group-buying sale

(b) a computer implemented method for processing communications between buyers and sellers in an on-line group-buying sale for a **featured item**

(c) a computer implemented method allowing buyers and at least one seller to communicate about at least one **featured item** offered in an on-line group-buying sale

(d) a method for determining a flash curve for a **featured item** offered by a seller in an on-line group-buying sale

(e) a computer implemented **negotiating** room system for communicating information between sellers and buyers associated an on-line group-buying sale having a **featured item**

(f) a system for communications during **negotiations** between buyers and seller in on-line group-buying sale for a **featured item**

(g) a computer readable data transmission medium

USE - For the expansion of group buying over electronic networks, such as the Internet, through a **negotiation** facility that allows greater communication among individual buyers and between buyers and **merchandise** sellers in conjunction with group-buying sales.

ADVANTAGE - Aggregates buyer demand for merchandise, provide enhanced, real-time communication among the members of buying groups and among aggregated buyers and sellers. Communicates information between a **first seller** and **buyers** in a **negotiating** room associated with an on-line group-buying sale having a first **featured item**. The **negotiating** room provides support for communications about the on-line group-buying sale among the **buyers** and the **first seller**.

DESCRIPTION OF DRAWING(S) - The drawing illustrates a sample negotiation room in an auditorium chat configuration according to an embodiment of the present invention.

buyers (402-406)

negotiating room (401a)

pp; 104 DwgNo 9a/17

Title Terms: COMMUNICATE; INFORMATION; BUY; NEGOTIATE; ROOM; ASSOCIATE;
LINE; GROUP; BUY; SALE; FLASH; DEMAND; CURVE; RECEIVE; MODIFIED; PRICE;
ITEM

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/24 (Item 19 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014137842 **Image available**

WPI Acc No: 2001-622053/200172

XRPX Acc No: N01-464376

Negotiation transaction agency device presents specific provision data based on negotiation demand from buyer and transmits information about buyer's willingness to buy goods , to seller

Patent Assignee: NETTIMENT KK (NETT-N); KUTSUZAWA T (KUTS-I); SHIMOMURA M (SHIM-I)

Inventor: KUTSUZAWA T; SHIMOMURA M

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001250076	A	20010914	JP 200058769	A	20000303	200172 B
US 20010032194	A1	20011018	US 2001776423	A	20010202	200208

Priority Applications (No Type Date): JP 200058769 A 20000303

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001250076	A		24	G06F-019/00	
US 20010032194	A1			G06F-017/60	

Abstract (Basic): JP 2001250076 A

NOVELTY - A search unit (25) searches **goods** or service corresponding to buyer desired data specifying **price** range expected by buyer. A presentation unit (33) presents provision data specifying **goods** provided by sellers. Based on **negotiation** demand from **buyer** , **another** provision data is provided. Information about buyer's willingness to buy **goods** , is sent to seller.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Negotiation transaction agency system;
- (b) Negotiation transaction agency method;
- (c) Recording medium containing negotiation transaction agency method

USE - For conducting negotiation between seller and buyer.

ADVANTAGE - Establishes transactions based on negotiation conditions, hence enables promotion of sales service and reduction in price.

DESCRIPTION OF DRAWING(S) - The figure shows the agency server.

Search unit (25)

Presentation unit (33)

pp; 24 DwgNo 3/12

Title Terms: NEGOTIATE; TRANSACTION; AGENT; DEVICE; PRESENT; SPECIFIC; PROVISION; DATA; BASED; NEGOTIATE; DEMAND; BUY; TRANSMIT; INFORMATION; BUY; BUY; GOODS

Derwent Class: T01

International Patent Class (Main): G06F-017/60; G06F-019/00

International Patent Class (Additional): G06F-017/60

File Segment: EPI

16/5/25 (Item 20 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014042585 **Image available**

WPI Acc No: 2001-526798/200158

XRPX Acc No: N01-390850

Bidirectional electronic commercial transaction execution method involves enabling seller to perform transaction with buyers, when price negotiated by buyers are within predetermined price range

Patent Assignee: UNICOS NET CO LTD (UNIC-N)

Inventor: CHOI S H

Number of Countries: 003 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001202461	A	20010727	JP 2000148668	A	20000519	200158 B
KR 2001076149	A	20010811	KR 200029950	A	20000601	200212
CN 1319818	A	20011031	CN 2000105889	A	20000414	200215

Priority Applications (No Type Date): KR 20003049 A 20000122

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001202461	A		10	G06F-017/60	
KR 2001076149	A			G06F-017/60	
CN 1319818	A			G06F-017/60	

Abstract (Basic): JP 2001202461 A

NOVELTY - A **seller** and **several buyers** connected to computers (100,110,120,200) participate in bidirectional **negotiation** about **price** of an objective **product** selected by the buyers, for a predetermined time. The seller performs bidirectional transactions with buyers, when **price negotiated** by buyer is more than final **price** designated to the **product** or less than or equal to initial stage **price**.

DETAILED DESCRIPTION - Several computers (100,110,120,200) to which buyers are connected, are connected with a center computer (420) through an internet (300). An INDEPENDENT CLAIM is also included for the bidirectional electronic commercial transaction execution device.

USE - For electronic commercial transaction system for providing goods and service to merchants and consumers.

ADVANTAGE - Effective bidirectional price negotiation between buyers and seller is performed in real time.

DESCRIPTION OF DRAWING(S) - The figure shows the electronic commercial transaction system. (Drawing includes non-English language text).

Computers (100,110,129,200)

Internet (300)

Center computer (420)

pp; 10 DwgNo 1/4

Title Terms: BIDIRECTIONAL; ELECTRONIC; COMMERCIAL; TRANSACTION; EXECUTE; METHOD; ENABLE; PERFORMANCE; TRANSACTION; BUY; PRICE; NEGOTIATE; BUY; PREDETERMINED; PRICE; RANGE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/16

File Segment: EPI

16/5/26 (Item 21 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014032178 **Image available**

WPI Acc No: 2001-516391/200157

XRPX Acc No: N01-382603

Client-centric electronic commerce transaction execution method involves selecting conditions associated with each item to indicate desire to purchase goods from one merchant, when transaction with other is canceled

Patent Assignee: INT BUSINESS MACHINES CORP (IBMC); IBM CORP (IBMC)

Inventor: DEMSKY S H; DUTTA R

Number of Countries: 030 Number of Patents: 005

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1128305	A2	20010829	EP 2001301265	A	20010214	200157 B
AU 200072279	A	20010830	AU 200072279	A	20001214	200161
CA 2337783	A1	20010824	CA 2337783	A	20010215	200162
JP 2001243374	A	20010907	JP 200143413	A	20010220	200166
CN 1310425	A	20010829	CN 2001102893	A	20010222	200176

Priority Applications (No Type Date): US 2000513818 A 20000224

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
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EP 1128305	A2	E	17	G06F-017/60
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
LI LT LU LV MC MK NL PT RO SE SI TR

AU 200072279	A			G06F-017/60
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CA 2337783	A1	E		G06F-017/60
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JP 2001243374	A		16	G06F-017/60
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CN 1310425	A			G06F-017/60
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Abstract (Basic): EP 1128305 A2

NOVELTY - A separate representation for each **item** is displayed corresponding to the transaction with **several merchants**. A condition associated with each **item** is selected to indicate a desire to purchase one **item** from a merchant, when the previous transaction with **another merchant** is canceled.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Client computer system for performing e-commerce transaction;
- (b) Program for executing e-commerce transaction

USE - Client-centric electronic commerce transaction execution method.

ADVANTAGE - Enhances psychological aspects of shopping for shopper by allowing a shopper to take control of shopping operation. Enables to transact with **several merchants** simultaneously instead of a discrete transaction. Enables performing **price** and **product** comparisons easily. Enables **bargaining** across **different merchants**

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of e-commerce transaction system.

pp; 17 DwgNo 1/7

Title Terms: CLIENT; CENTRE; ELECTRONIC; TRANSACTION; EXECUTE; METHOD;
SELECT; CONDITION; ASSOCIATE; ITEM; INDICATE; PURCHASE; GOODS; ONE;
MERCHANT; TRANSACTION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-015/163; H04L-012/16

File Segment: EPI

16/5/27 (Item 22 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014022808 **Image available**

WPI Acc No: 2001-507022/200156

XRPX Acc No: N01-376331

Electronic commercial transactions method involves transmitting goods price primarily to discount negotiation which transmits received goods price to customer to perform discount negotiation of purchased goods

Patent Assignee: TOMOYUKI Y (TOMO-I)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001188830	A	20010710	JP 99377399	A	19991229	200156 B

Priority Applications (No Type Date): JP 99377399 A 19991229

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001188830	A		3	G06F-017/60	

Abstract (Basic): JP 2001188830 A

NOVELTY - The **goods** price are primarily transmitted to the discount **negotiation** **price** alternate unit (2) which in turn transmits the received **goods** **price** to customer, when the customer purchases **goods** in a network store, to perform discount **negotiation** of the purchased **goods** .

USE - For electronic commercial transaction through computer network.

ADVANTAGE - Performs discount **negotiation** for the purchased **goods** by transmitting the **goods** **price** primarily to the discount **negotiation** **alternate** **person** and then to the user.

DESCRIPTION OF DRAWING(S) - The figure shows the conceptual diagram of electronic commercial transaction. (Drawing includes non-English language text).

Discount negotiation price alternate unit (2)
pp; 3 DwgNo 1/1

Title Terms: ELECTRONIC; COMMERCIAL; TRANSACTION; METHOD; TRANSMIT; GOODS; PRICE; PRIMARY; DISCOUNT; NEGOTIATE; TRANSMIT; RECEIVE; GOODS; PRICE; CUSTOMER; PERFORMANCE; DISCOUNT; NEGOTIATE; PURCHASE; GOODS

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/28 (Item 23 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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014006815

WPI Acc No: 2001-491029/200154

XRPX Acc No: N01-363459

Personalized on-line shopping management method for electronic commerce, involves separating registered icon from image displaying selected icon for each user

Patent Assignee: FUJITSU LTD (FUIT)

Inventor: MURAKAMI K; NISHIYAMA S

Number of Countries: 002 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
GB 2358497	A	20010725	GB 200018744	A	20000731	200154 B
JP 2001195495	A	20010719	JP 200092907	A	20000330	200156

Priority Applications (No Type Date): JP 200092907 A 20000330; JP 99302689 A 19991025

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
GB 2358497	A		83	G06F-017/30	
JP 2001195495	A		33	G06F-017/60	

Abstract (Basic): GB 2358497 A

NOVELTY - A user is identified and registered icon which indicates information on goods or services is separated from an image including animation, sound or letters. The link between icons registered by different registrants is managed and the icon are dynamically registered or deleted for each user. The user selects an icon, so that the selected icon is displayed for each user in an individual on-line shopping environment.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Individual on-line shopping environment generation method;

(b) Computer readable recording medium;

(c) Individual on-line shopping constructing apparatus;

(d) Icon operating method;

(e) Icon operating apparatus;

(f) Computer program

USE - For electronic commerce such as on-line shopping, also for electronic chatting, electronic bulletin board, etc.

ADVANTAGE - Since the icon which represents information on goods or services can be registered or deleted based on user, on-line shopping is performed efficiently by organizing only information on good or services required for a user. Since user can update the information on **goods** or services with respect to an icon registered by **another user**, the quality and **quantity** of information distributed by an icon is enhanced. A link between different registrants is provided so that overlapping of information is prevented, and exchange of information between different registrants is promoted. The user can grasp and alter delivery status of **goods** purchased in the on-line shopping. Hence the delivery date and time of the **goods** can be obtained without **negotiating** directly with a home delivery person.

pp; 83 DwgNo 0/26

Title Terms: LINE; SHOPPING; MANAGEMENT; METHOD; ELECTRONIC; SEPARATE; REGISTER; IMAGE; DISPLAY; SELECT; USER

Derwent Class: T01

International Patent Class (Main): G06F-017/30; G06F-017/60

International Patent Class (Additional): G06F-003/00; G06F-013/00

File Segment: EPI

16/5/29 (Item 24 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013980557 **Image available**

WPI Acc No: 2001-464771/200150

XRPX Acc No: N01-344766

Marketing method for marketing product bundles from vendors including interactive, automated registration, negotiation and marketing posts available items for inclusion in bundle for review by vendors, selects items for bundle

Patent Assignee: VENTUREMAKERS LLC (VENT-N)

Inventor: ANDREWS C C

Number of Countries: 091 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200111531	A1	20010215	WO 2000US22251	A	20000810	200150 B
AU 200066407	A	20010305	AU 200066407	A	20000810	200150
US 6285986	B1	20010904	US 99148639	A	19990811	200154
			US 99425497	A	19991022	

Priority Applications (No Type Date): US 99425497 A 19991022; US 99148639 P 19990811

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200111531	A1	E	33	G06F-017/60	
Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW					
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW					
AU 200066407	A			G06F-017/60	Based on patent WO 200111531
US 6285986	B1			G06F-017/60	Provisional application US 99148639

Abstract (Basic): WO 200111531 A1

NOVELTY - The method posts available items for inclusion (22) in bundle for review by vendors, selects items to be included in the bundle and posts the bundle as available for purchase and providing the items within the bundle to a purchaser, after accepting and processing the orders for the bundle. Shipping items are separately included within the bundle separated from each vendor of the items within the bundle.

DETAILED DESCRIPTION - An independent claim describes a bundle system for posting items to be included within the bundle.

USE - As a method of marketing bundles of **products** from **several vendors** including interactive, automated registration, **negotiation** and marketing.

ADVANTAGE - The system allows both members and vendors to obtain status information regarding currently existing bundles.

DESCRIPTION OF DRAWING(S) - The drawing shows a block diagram schematic of the bundling system.

the bundle creation system (22)

pp; 33 DwgNo 1/9

Title Terms: MARKET; METHOD; MARKET; PRODUCT; BUNDLE; VENDING; INTERACT; AUTOMATIC; REGISTER; NEGOTIATE; MARKET; POST; AVAILABLE; ITEM; INCLUSION; BUNDLE; REVIEW; VENDING; SELECT; ITEM; BUNDLE

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/30 (Item 25 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013945129 **Image available**

WPI Acc No: 2001-429342/200146

XRPX Acc No: N01-318785

Internet based goods transaction support system, has presentation unit that shows replies of each seller to buyers, corresponding to input purchase order of goods and requirements of buyers

Patent Assignee: ASUKURU KK (ASUK-N)

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
JP 2001147977	A	20010529	JP 99330036	A	19991119	200146 B

Priority Applications (No Type Date): JP 99330036 A 19991119

Patent Details:

Patent No	Kind	Lan Pg	Main IPC	Filing Notes
JP 2001147977	A	12	G06F-017/60	

Abstract (Basic): JP 2001147977 A

NOVELTY - A purchase order presentation unit (18) shows input purchase order of goods and requirements of buyers (B1-Bn) such as applications and service of goods, to each seller (S1-Sm). A reply unit (20) inputs replies of each seller corresponding to the purchase order and requirements which are shown to buyers, by a reply presentation unit (24).

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for goods transaction assistance procedure.

USE - For supporting transaction **negotiation** between **several sellers** who sell **goods** and **several buyers** who buy **goods** through internet.

ADVANTAGE - Transaction negotiation between sellers and buyers is supported effectively. Since buyers requirements are shown to sellers along with purchase order of goods, and sellers replies are shown to buyer, even if the buyer has no knowledge related with the goods, he can purchase the goods simply corresponding to its requirements.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of goods transaction support system. (Drawing includes non-English language text).

Purchase order presentation unit (18)

Reply unit (20)

Presentation unit (24)

Buyers (B1-Bn)

Sellers (S1-Sm)

pp; 12 DwgNo 1/3

Title Terms: BASED; GOODS; TRANSACTION; SUPPORT; SYSTEM; PRESENT; UNIT;

SHOW; REPLY; BUY; CORRESPOND; INPUT; PURCHASE; ORDER; GOODS; REQUIRE; BUY

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G07F-017/40

File Segment: EPI

16/5/31 (Item 26 from file: 350)

DIALOG(R) File 350:Derwent WPIX

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013500430 **Image available**

WPI Acc No: 2000-672371/200065

XRPX Acc No: N00-498495

Transaction negotiation in internet, involves grouping buyers into one or more sub-groups based on purchase information and transmitting selected price information supplier along with purchase information

Patent Assignee: TIMEBE LTD (TIME-N)

Inventor: GEFEN E; RONEN U; ZISAPEL Z

Number of Countries: 089 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200031607	A2	20000602	WO 99IB1806	A	19991110	200065 B
AU 9964836	A	20000613	AU 9964836	A	19991110	200065

Priority Applications (No Type Date): US 99339625 A 19990624; US 98109249 P

19981119; US 99116334 P 19990119

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200031607 A2 E 37 G06F-000/00

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 9964836 A G06F-000/00 Based on patent WO 200031607

Abstract (Basic): WO 200031607 A2

NOVELTY - The purchase information from several buyers are collected by the system. Based on purchase information, buyers are grouped into one or more subgroups. Then, system presents information in demand curve format for desired and maximum **price** offers to suppliers who decide selling **price** of **product** based on subgroups. The buyers are then notified of desired **price** corresponding to their respective subgroups.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for the transaction system.

USE - For conducting data communications for transaction **negotiation** over computer network such as internet for purchase of **goods** such as books, music and other electronic **products**.

ADVANTAGE - Reduction in **price** for **products** is achieved by grouping **multiple buyers** together in a single transaction.

DESCRIPTION OF DRAWING(S) - The figure shows flow chart depicting negotiation in transaction.

pp; 37 DwgNo 2A/4

Title Terms: TRANSACTION; NEGOTIATE; GROUP; BUY; ONE; MORE; SUB; GROUP;
BASED; PURCHASE; INFORMATION; TRANSMIT; SELECT; PRICE; INFORMATION;
SUPPLY; PURCHASE; INFORMATION

Derwent Class: T01; T05

International Patent Class (Main): G06F-000/00

File Segment: EPI

16/5/32 (Item 27 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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012934687 **Image available**

WPI Acc No: 2000-106534/200009

XRPX Acc No: N00-081840

Interactive computer-implemented system for negotiating purchases of goods or services over a distributed computer network e.g. Internet

Patent Assignee: CENDANT PUBLISHING INC (CEND-N)

Inventor: SOLOMON R S

Number of Countries: 086 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200000916	A1	20000106	WO 99US12154	A	19990603	200009 B
US 6035288	A	20000307	US 98106214	A	19980629	200019
AU 9942272	A	20000117	AU 9942272	A	19990603	200026

Priority Applications (No Type Date): US 98106214 A 19980629

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200000916 A1 E 22 G06F-017/60

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ UG ZW

AU 9942272 A G06F-017/60 Based on patent WO 200000916
US 6035288 A G06F-017/60

Abstract (Basic): WO 200000916 A1

NOVELTY - A database engine (14) utilizes the merchant character graphics data and the input data from a customer in order to generate responses to the input data according to merchant behavioral **attributes**. The occurrence of a sale for particular **goods** or services at a specific **price** is determined as a function of customer replies to merchant responses and merchant behavioral **attributes**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) an interactive computer-implemented price negotiating method;
- (b) a computer program product.

USE - For **negotiating** purchases of **goods** or services over a distributed computer network e.g. Internet.

ADVANTAGE - Enables selling **goods** or services that have negotiable **prices** through distributed computer network. Enables user to hyperlink an eavesdropping screen where a user may observe a negotiation being carried out by another user.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of a distributed network environment.

Database engine (14)

pp; 22 DwgNo 1/4

Title Terms: INTERACT; COMPUTER; IMPLEMENT; SYSTEM; NEGOTIATE; PURCHASE;
GOODS; SERVICE; DISTRIBUTE; COMPUTER; NETWORK

Derwent Class: T01; T05

International Patent Class (Main): G06F-017/60

File Segment: EPI

16/5/33 (Item 28 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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011832583 **Image available**

WPI Acc No: 1998-249493/199822

XRPX Acc No: N98-196991

Walking wheel for small vehicle, e.g. invalid carriage - incorporates distribution valves, additional piston cylinders, and hub with two linked parallel plates

Patent Assignee: MO RF RES INST (MORF-R)

Inventor: PAUTOV V I; ROMANNIKOVA N K; SEREDA V V

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
RU 2092368	C1	19971010	RU 95119264	A	19951114	199822 B

Priority Applications (No Type Date): RU 95119264 A 19951114

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
RU 2092368	C1		9	B62D-057/032	

Abstract (Basic): RU 2092368 C

A walking wheel, designed to **negotiate** sloping surfaces and steps as well as the flat, consists of a **multilateral** hub (1) fixed to a shaft (2) and equipped with equally-spaced cylinders (7) containing coaxial damping and thrust pistons with shoes (24), and equipped with by-pass valves (14).

The wheel also has distribution valves (13), additional piston cylinders and moving pins. The hub is in the form of two parallel plates which are joined together with a gap between, each having limiting slots for the moving pins which are fixed to rods in the additional piston cylinders. The working chamber of each of the thrust cylinders is in two sections, with damping pistons in the upper sections. The wheel is powered by the rotating shaft, which can be an i.c. engine, electric motor or manually operated.

ADVANTAGE - Simple in design and easy to maintain.

Dwg.1/7

Title Terms: WALKING; WHEEL; VEHICLE; INVALID; CARRIAGE; INCORPORATE;
DISTRIBUTE; VALVE; ADD; PISTON; CYLINDER; HUB; TWO; LINK; PARALLEL; PLATE
Derwent Class: Q22
International Patent Class (Main): B62D-057/032
International Patent Class (Additional): B62D-057/024
File Segment: EngPI

16/5/34 (Item 29 from file: 350)

DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

009988608 **Image available**
WPI Acc No: 1994-256319/199432
XRPX Acc No: N94-201977

Curved belt conveyor with linear motor and moving magnets - has edges of belt laid in guides giving predetermined curvature according to requirements for upper and lower strands

Patent Assignee: E & PK ING ENTWICKLUNG & PLANUNG (EPKI-N); E & PK ING (EPKI-N)

Inventor: ECKER R; BUDERATH F; LINTERMANN J

Number of Countries: 021 Number of Patents: 008

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
DE 4323127	A1	19940818	DE 4323127	A	19930710	199432 B
EP 611712	A2	19940824	EP 94101956	A	19940209	199433
AU 9455059	A	19940818	AU 9455059	A	19940211	199435
CA 2115611	A	19940816	CA 2115611	A	19940214	199439
ZA 9400983	A	19941026	ZA 94983	A	19940214	199444
US 5398804	A	19950321	US 94190483	A	19940202	199517
EP 611712	A3	19940831	EP 94101956	A	19940209	199531
AU 667153	B	19960307	AU 9455059	A	19940211	199617

Priority Applications (No Type Date): DE 4304404 A 19930215

Cited Patents: DE 2228348; EP 141334; FR 2081131; GB 1442127

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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DE 4323127	A1	10	B65G-023/23		
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EP 611712	A2 G	13	B65G-023/23		
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Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT LI LU MC
NL PT SE

ZA 9400983	A	27	B65G-000/00		
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US 5398804	A	10	B65G-035/00		
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AU 667153	B		B65G-023/23		
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AU 9455059	A		B65G-023/23		
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CA 2115611	A		B65G-015/08		
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EP 611712	A3		B65G-023/23		
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Previous Publ. patent AU 9455059

Abstract (Basic): DE 4323127 A

The conveyor has supporting frame with its vertical posts (6) and horizontal bars (7) and guidance channels (10,11) along both sides for the upper and lower strands (20,21) of the belt. The stators (12) of the linear motor are spaced apart along the outside (13) of each channel.

A longitudinal channel (14) on the inside accepts the supporting beam (16) of a guide (15) which is joined to the lateral edges (18,19) of the two strands with recesses into which the magnets (23) are fitted.

ADVANTAGE - Can **negotiate** sharp curves without thumping of belt on supporting rollers, and durability is guaranteed.

Dwg.2/7

Title Terms: CURVE; BELT; CONVEYOR; LINEAR; MOTOR; MOVE; MAGNET; EDGE; BELT ; LAY; GUIDE; PREDETERMINED; CURVE; ACCORD; REQUIRE; UPPER; LOWER; STRAND

Derwent Class: Q35; X25

International Patent Class (Main): B65G-015/08; B65G-023/23; B65G-035/00

International Patent Class (Additional): B65G-015/30; B65G-015/60;

B65G-021/16; B65G-021/22; B65G-023/14; B65G-023/32; B65G-039/20

File Segment: EPI; EngPI

Set	Items	Description
S1	0	AU=(WELLAN M? OR WELLAN, M?)
S2	10627	NEGOTIAT? OR BARGAIN?
S3	86646	AUCTION? OR TRADING OR TRADE? ?
S4	904052	CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? - OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERSON? ? OR BIDDER?
S5	148232	MERCHANT? OR RETAILER? OR VENDOR? ? OR MANUFACTURER? ORSELLER? OR PARTY OR WHOLESALE? OR SUPPLIER?
S6	7978	BILATERAL? OR MULTILATERAL OR (BI OR MULTI)()LATERAL?
S7	1151458	ATTRIBUTE? OR QUANTITY OR PRICE? OR FEATURE? OR TYPE?
S8	163934	OFFER? OR COUNTEROFFER? OR BID OR BIDDING OR BIDS
S9	810056	PRODUCT? ? OR GOOD? ? OR ITEM? ? OR WARE? OR MERCHANDI?
S10	257334	(S4 OR S5) (2N) (PLURAL? OR SEVERAL OR VARIOUS OR MANY ORMULTIPLE? OR NUMEROUS OR DIFFERENT? OR FIRST OR SECOND OR 1ST OR2ND OR ANOTHER OR SEPARATE? OR ALTERNAT?)
S11	670	S10(20N)S2
S12	332	S11(S) (S7 OR S8)
S13	98	S12(10N)S9
S14	74	S13 AND IC=G06F-017/60

? show file

File 348:EUROPEAN PATENTS 1978-2003/Sep W03

(c) 2003 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20030925,UT=20030918

(c) 2003 WIPO/Univentio

14/3,K/1 (Item 1 from file: 348)
DIALOG(R) File 348:EUROPEAN PATENTS
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01575697

Controlling transactions
Kontrolle von Transaktionen
Controle des transactions

PATENT ASSIGNEE:

Nokia Corporation, (2963881), Keilalahdentie 4, 02150 Espoo, (FI),
(Applicant designated States: all)

INVENTOR:

Lukkaroinen, Mikko, Telkkatie 4B, 90150 Oulu, (FI)
Kansala, Ilkka, Kalervontie 17 as. 4, 90570 Oulu, (FI)

LEGAL REPRESENTATIVE:

Ruuskanen, Juha-Pekka et al (81772), Page White & Farrer, 54 Doughty
Street, London WC1N 2LS, (GB)

PATENT (CC, No, Kind, Date): EP 1308871 A2 030507 (Basic)

APPLICATION (CC, No, Date): EP 2002257452 021025;

PRIORITY (CC, No, Date): GB 126384 011102

DESIGNATED STATES: AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR;
IE; IT; LI; LU; MC; NL; PT; SE; SK; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 120

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200319	702
SPEC A	(English)	200319	4725
Total word count - document A			5427
Total word count - document B			0
Total word count - documents A + B			5427

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION e.g. an estate agent), and the third party is the actual
owner of the **goods** to be sold based on **offers** from buyers. E.g. in
the Figure 1 scenario the agent would send a message...

14/3,K/2 (Item 2 from file: 348)
DIALOG(R) File 348:EUROPEAN PATENTS
(c) 2003 European Patent Office. All rts. reserv.

01560785

**Vehicle sales support system, vehicle sales support program and vehicle
sales support method**

**Fahrzeugverkaufsunterstützungssystem, Fahrzeugverkaufsunterstützungsprogram
m und Fahrzeugverkaufsunterstützungsverfahren**

Systeme, programme et procede d'aide a la vente de vehicules

PATENT ASSIGNEE:

Mazda Motor Corporation, (547927), 3-1, Shinchu, Fuchu-cho, Aki-gun,
Hiroshima 730-8670, (JP), (Applicant designated States: all)

INVENTOR:

Takaoka, Hiroki, Mazda Motor Corporation, 3-1, Shinchu, Fuchu-cho,
Aki-gun, Hiroshima 730-8670, (JP)

LEGAL REPRESENTATIVE:

Muller-Bore & Partner, Patentanwalte (100651), Grafinger Strasse 2, 81671
Munchen, (DE)

PATENT (CC, No, Kind, Date): EP 1298564 A1 030402 (Basic)

APPLICATION (CC, No, Date): EP 2002021744 020925;

PRIORITY (CC, No, Date): JP 2001298808 010928; JP 2001303025 010928; JP
2002217711 020726

DESIGNATED STATES: AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR;
IE; IT; LI; LU; MC; NL; PT; SE; SK; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 72

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
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CLAIMS A	(English)	200314	4251
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SPEC A	(English)	200314	24319
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Total word count - document A	28570
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Total word count - document B	0
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Total word count - documents A + B	28570
------------------------------------	-------

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION submit window F-2 can be displayed on the user terminal 5
of the user.

Negotiation application input window F-1 (shown in FIG. 33): In this
window, the **user** can input **various items** (including whether or not
the user has a trade-in vehicle and a desired date for the **negotiations**
) for entering into negotiations with the dealer having presented the
estimated **price** of the customized vehicle displayed in the estimate
items confirmation window D-3 (namely, the dealer selected by the user).
After inputting the items...

14/3,K/3 (Item 3 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

(c) 2003 European Patent Office. All rts. reserv.

01427049

PERSONAL INFORMATION PROTECTIVE METHOD

SCHUTZVERFAHREN FUR PERSONLICHE INFORMATIONEN

PROCEDE DE PROTECTION D'INFORMATIONS PERSONNELLES

PATENT ASSIGNEE:

Sony Corporation, (214028), 7-35, Kitashinagawa 6-chome, Shinagawa-ku,

Tokyo 141-0001, (JP), (Applicant designated States: all)

INVENTOR:

Miyagawa, Yuichi, c/o Sony Corporation, 7-35, Kitashinagawa 6-chome,

Shinagawa-ku, Tokyo 141-0001, (JP)

LEGAL REPRESENTATIVE:

Horner, David Richard et al (77632), D Young & Co, 21 New Fetter Lane,

London EC4A 1DA, (GB)

PATENT (CC, No, Kind, Date): EP 1324203 A1 030702 (Basic)

WO 2002021284 020314

APPLICATION (CC, No, Date): EP 2001958489 010824; WO 2001JP7284 010824

PRIORITY (CC, No, Date): JP 2000270572 000906

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;

LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: G06F-012/14; **G06F-017/60** ; H04L-009/32
ABSTRACT WORD COUNT: 213

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; Japanese
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200327	991
SPEC A	(English)	200327	5343
Total word count - document A			6334
Total word count - document B			0
Total word count - documents A + B			6334

...INTERNATIONAL PATENT CLASS: **G06F-017/60**

...SPECIFICATION the members 10.

Also, since the virtual characters VC1 to VC4 order purchase requests of **goods** sent by the **plural members** 10A to 10D in a lump, it becomes possible to **negotiate** with the virtual shops 30A1)) to 30An)), 30B1)) to 30Bn)), 30BC to 30Cn)), and 30D1...

...30Cn)), and 30D1)) to 30Dn)) on the same WEB site every predetermined period, a large **quantity** of similar **goods** or information are required to be purchased at one time from the virtual shops 30A1...

14/3,K/4 (Item 4 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

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01361818

Information providing apparatus, server apparatus and information processing method

Informationsbereitstellungsgerat, Serverapparat und Informationsverarbeitung sverfahren

Dispositif de fourniture d'information, serveur et methode de traitement d'information

PATENT ASSIGNEE:

SONY CORPORATION, (214025), 6-7-35 Kitashinagawa Shinagawa-ku, Tokyo 141, (JP), (Applicant designated States: all)

INVENTOR:

Utsumi, Yoshimasa, c/o Sony Corporation, 7-35 Itashinagawa 6 Chome, Shinagawa-Ku, Tokyo, (JP)

LEGAL REPRESENTATIVE:

Robinson, Nigel Alexander Julian et al (69551), D. Young & Co., 21 New Fetter Lane, London EC4A 1DA, (GB)

PATENT (CC, No, Kind, Date): EP 1160708 A1 011205 (Basic)

APPLICATION (CC, No, Date): EP 2001304179 010509;

PRIORITY (CC, No, Date): JP 2000148650 000516

DESIGNATED STATES: DE; FR; GB

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: **G06F-017/60**

ABSTRACT WORD COUNT: 68

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200149	637
SPEC A	(English)	200149	4705
Total word count - document A			5342
Total word count - document B			0
Total word count - documents A + B			5342

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION s product infringing on the right holder's lawful right while an information provider B **offered** information about a company Y's **product** also infringing on the right, and that the right holder 1 received (Yen)100,000...

14/3,K/5 (Item 5 from file: 348)
 DIALOG(R)File 348:EUROPEAN PATENTS
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01321999

A client-centric internet shopping system, method and program
 Ein auf den Kunden zentriertes Internet-Einkaufs-System, -Verfahren und -Programm

Systeme, methode et programme d'achats en ligne centrale autour du client

PATENT ASSIGNEE:

International Business Machines Corporation, (200128), New Orchard Road, Armonk, NY 10504, (US), (Applicant designated States: all)

INVENTOR:

Demsky, Scott Harvey, c/o IBM United Kingdom Ltd., Intellectual Property Law, Hursley Park, Winchester, Hampshire SO21 2JN, (GB)

Dutta, Rabindranath, c/o IBM United Kingdom Ltd., Intellectual Property Law, Hursley Park, Winchester, Hampshire SO21 2JN, (GB)

LEGAL REPRESENTATIVE:

Zerbi, Guido Maria (77893), Intellectual Property Department, IBM United Kingdom Ltd., Hursley Park, Winchester, Hampshire SO21 2JN, (GB)

PATENT (CC, No, Kind, Date): EP 1128305 A2 010829 (Basic)

EP 1128305 A3 020320

APPLICATION (CC, No, Date): EP 2001301265 010214;

PRIORITY (CC, No, Date): US 513818 000224

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE; TR

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/60

ABSTRACT WORD COUNT: 165

NOTE:

Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200135	712
SPEC A	(English)	200135	5711
Total word count - document A			6423
Total word count - document B			0
Total word count - documents A + B			6423

INTERNATIONAL PATENT CLASS: G06F-017/60

...SPECIFICATION physical world has traditionally involved many factors. Typically, the shopping experience for many people includes **negotiations**

over **price** ; comparisons of **price** between **various merchants** ; the ability to hold an **item** at one store for a period of time while other stores are visited to compare the **prices** and quality of similar **products** ; the ability to return **products** when dissatisfied for any reason; and the presence of refund policies and procedures.
Cancelling committed...

14/3,K/6 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

01037485 **Image available**

DEMAND-INITIATED INTELLIGENT NEGOTIATION AGENTS IN A DISTRIBUTED SYSTEM
AGENTS INTELLIGENTS DE NEGOTIATION OUVERTS A DES DEMANDES SITUES DANS UN
SYSTEME REPARTI

Patent Applicant/Inventor:

SOLOMON Neal, P.O. Box 21297, Oakland, CA 94620, US, US (Residence), US
(Nationality)

Patent and Priority Information (Country, Number, Date):

Patent: WO 200367494 A1 20030814 (WO 0367494)

Application: WO 2001US47023 20011203 (PCT/WO US0147023)

Priority Application: US 2000250819 20001201

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 46167

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... a plurality of

147

I 0 seller's intelligent negotiation agents a request for a **bid** to sell at least one I I **item** , said request having a set of buyer-defined **attributes** minimally acceptable to said pool, said at least one seller's intelligent negotiation agent

submits that bid to said pool, said **bid** having a set of seller's **item** specifications for at least one available **item** for sale by at least one of a **plurality** of **sellers** associated with said **plurality** of **sellers** ' intelligent **negotiation** agents.

350. The system for cooperation of claim 349, further comprising:

I a cooperative communications...from an associated seller to I I sell at least one of a plurality of **items** and bundles comprising said common interest, each of said **plurality** of **seller** 's intelligent **negotiation** agents in

communication with said pool,

wherein, when said pool transmits to said **plurality** of **seller** 's intelligent **negotiation** agents a request for bids to sell all said **items** and bundles needed ...s intelligent negotiation agents a counter-offer to a bid from that seller's intelligent **negotiation**

agent.

150

363. The system for cooperation of claim 361 wherein:
said authority of each of said **plurality** of **seller** 's intelligent **negotiation** agents is to sell **items** and bundles different than that of the authorities of the other of said **plurality** of **seller** 's intelligent **negotiation** agents.

364. The system for cooperation of claim 361 wherein:
the procurement interest of each...penalty if said seller elects to sell said at least one of a plurality of **items** and bundles to **another** than said **buyer** .

375. A method for cooperation between pools of buyer's intelligent **negotiation** agents for procurement of an **item** using ...set of buyer-defined attributes minimally acceptable to a pool of cooperative buyer's intelligent **negotiation** agents, said set of buyerdefined attributes minimally acceptable to said pool for an **item** , said pool comprising a **plurality** of **buyer** 's intelligent **negotiation** agents having a common interest, said **item** one of a group of individual product items and individual service **items** , transmitting from at least one of a **plurality** of **seller** 's intelligent **II negotiation** agents to a neutral cooperative agent a set of seller's item specifications for said **item** , said **item** available from at least one of a **plurality** of **sellers** represented by said **plurality** of **seller** 's intelligent **negotiation** agents, transmitting from said neutral cooperative agent to said pool.

376. The method of claim...

...of seller's item specifications.

377. The method of claim 376, wherein:
said neutral cooperative **negotiation** agent transmits to said **plurality** of **seller** 's intelligent **negotiation** agents an acceptance responsive to said set of seller's **item** specifications.

378. The method of claim 375, further comprising:
registering each of said plurality seller...at least

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one contract contingency authorizing a seller associated with said seller's intelligent **negotiation** agent to pay a penalty if said seller elects to sell said selected **item** to **another buyer** .

447. The method of claim 446, wherein:

said **bid** to said buyer's intelligent **negotiation** agent includes at least

one contract contingency authorizing paymerif of a penalty to said buyer's intelligent **negotiation** agent if said seller elects to sell said selected **item** to **another buyer** .

448. The method of claim 442, further comprising:

selecting one of a plurality of evolutionary...a set of buyer-defined attributes minimally acceptable to said pool for at least one **item** , said neutral cooperative **negotiation** agent receives from said **pluralityof seller** 's intelligent **negotiation** agents a set of seller's **item** specifications for at least one **item** available from at least one of a **plurality** of **sellers** associated with said **plurality** of **sellers** ' intelligent **negotiation** agents, said **item** selected from a list of individual **product items** and individual service items, and said

neutral cooperative negotiation agent submits said set of seller...

DIALOG(R)File 349:PCT FULLTEXT
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01031746

MULTIPLE AWARD OPTIMIZATION
OPTIMISATION D'ATTRIBUTIONS MULTIPLES

Patent Applicant/Assignee:

FREEMARKETS INC, 210 Sixth Avenue, Pittsburgh, PA 15222, US, US
(Residence), -- (Nationality)

Inventor(s):

ANNAMALAI Nachiappan, 5440 Fifth Avenue, Apartment 25, Pittsburgh, PA
15232, US,
RAGHURAMAN Vijay, 515 South Aiken Avenue, Apartment 403, Pittsburgh, PA
15232-1511, US,
SMITH Christopher, 2489 Alydar Drive, Wexford, PA 15090, US,
SNYDER Benjamin S, 5510 Library Road, #2, Bethel Park, PA 15102, US,

Legal Representative:

JESSUM Kim R (et al) (agent), Morgan, Lewis & Bockius LLP, 1701 Market
Street, Philadelphia, PA 19103, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200360801 A2 20030724 (WO 0360801)
Application: WO 2003US806 20030113 (PCT/WO US0300806)
Priority Application: US 200247766 20020115

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SC SD SE SG SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT SE SI
SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8197

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... a single lot. Suppliers in industrial auctions may provide unit price
quotes for all line **items** in a lot.

Auction Process

hi many **types** of business transactions, price may not be the sole
parameter upon which a decision is...

14/3,K/8 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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01016687 **Image available**

SUPPLY CHAIN NETWORK

RESEAU DE CHAINE D'APPROVISIONNEMENT

Patent Applicant/Assignee:

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US (Residence), US (Nationality), (For all designated states except:
US)

Patent Applicant/Inventor:

LIDOW Derek, 665 East Channel Road, Santa Monica, CA 90402, US, US
(Residence), US (Nationality), (Designated only for: US)
Legal Representative:
FINDER James A (et al) (agent), Ostrolenk, Faber, Gerb & Soffen, LLP,
1180 Avenue of the Americas, New York, NY 10036, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200346696 A2-A3 20030605 (WO 0346696)
Application: WO 2002US38438 20021127 (PCT/WO US0238438)
Priority Application: US 2001333483 20011128
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 20548

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... said comparison. 197. The method of claim 178, further comprising
evaluating at least one of **item quantity**, delivery date,
transportation, cross-dock location, direct shipment, packaging
requirements, and special labeling.
198. The...

14/3,K/9 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00998788

**HYBRID AUCTIONS AND METHODS AND SYSTEMS FOR CONDUCTING SAME OVER A COMPUTER
NETWORK**

**VENTES AUX ENCHERES HYBRIDES, PROCEDES ET SYSTEMES PERMETTANT DE REALISER
CES VENTES SUR UN RESEAU INFORMATIQUE**

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

YOUNG Alan W (agent), Young Law Firm, P.C., Suite 106, 4370 Alpine Road,
Portola Valley, CA 94028, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200327806 A2-A3 20030403 (WO 0327806)

Application: WO 2002US30562 20020925 (PCT/WO US0230562)

Priority Application: US 2001965098 20010926

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 11126

International Patent Class: G06F-017/60 ...
Fulltext Availability:
Detailed Description

Detailed Description

... bidders will place a competing bid at this juncture if they believe that the first **bid** is higher than or closely approximates the auctioned **item** 's "true" **price** or perceived market value. If, however, the other auction participants deem that the first bidder...

...the second phase of the present hybrid auction. If no other auction participant places a **bid** during the second phase of the hybrid auction, the **item** is awarded to the last bidder at \$65, which in, this case, is the first...increased and the process repeated until no further bids are received at the current asking **price** , whereupon, after a suitable time interval, the auctioned **item** may be awarded to the last bidder as shown at \$65 and the present hybrid...

14/3,K/10 (Item 5 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00996775

MATCHING AND ASSISTING A BUYER AND A VENDOR FROM AN INQUIRY, THROUGH A PROPOSAL, AND TO AN ORDER
MISE EN CORRESPONDANCE D'UN ACHETEUR ET D'UN VENDEUR, ET ASSISTANCE APPORTEE A CEUX-CI, D'UNE DEMANDE A UNE COMMANDE, EN PASSANT PAR UNE OFFRE

Patent Applicant/Assignee:

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Legal Representative:

CRISS Roger H (et al) (agent), Honeywell International Inc., 101 Columbia Avenue, P.O. Box 2245, Morristown, NJ 07960, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200325821 A2 20030327 (WO 0325821)

Application: WO 2002US29757 20020919 (PCT/WO US0229757)

Priority Application: US 2001954593 20010919

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6957

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the advantages of the

1 5 present invention over current systems.

The buyer may select **items** for inclusion in a project from a **plurality** of **vendors** or affiliated websites. The website of the present invention pennits the buyer to engage in correspondence and **negotiations** with vendors that may

14/3,K/11 (Item 6 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00991365 **Image available**

METHOD AND SYSTEM FOR PRESENTING CHARGE RELATED DATA ON A WORLDWIDE BASIS THROUGH A NETWORK

PROCEDE ET SYSTEME DE PRESENTATION DE DONNEES DE PAIEMENT VIA UN RESEAU SUR UNE BASE MONDIALE

Patent Applicant/Assignee:

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Inventor(s):

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KORNDER Bridget, ***, **,
BOYD Doyle, ***, **,
MORTON Neil, ***, **,
LOVE Norma, ***, **,

Legal Representative:

MARCOU George (agent), Kilpatrick Stockton LLP, 607 Fourteenth St., N.W.,
Suite 900, Washington, DC 20005, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200321385 A2-A3 20030313 (WO 0321385)

Application: WO 2002US27257 20020828 (PCT/WO US0227257)

Priority Application: US 2001315045 20010828

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 15208

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... following options to be selected by the User of. Date Type Selection;

Account Selection; Charge **Type** Selection (Excluding Payments and

Adjustments); Data Filter **Items** ; Top Vendors; transaction **type** ; and

the option of reporting on either vendor name, Vendor Chain or Consolidated Vendor Chain...

14/3,K/12 (Item 7 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00982519 **Image available**

**METHOD FOR SELLING PRE-OWNED INTEGRATED CIRCUIT MANUFACTURING EQUIPMENT
ONLINE**

**PROCEDE DE VENTE EN LIGNE DE MATERIEL DE FABRICATION DE CIRCUITS INTEGRES
D'OCCASION**

Patent Applicant/Assignee:

APPLIED MATERIALS INC, 3050 Bowers Avenue, Santa Clara, CA 95054, US, US
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Inventor(s):

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TANAKA Tsutomu, 744 Nicholson Avenue, Santa Clara, CA 95051, US,
TAKAHASHI Masanori SVC, 5-3-7-11202 Kouzunomori, Narita Shiba, 286-0048,
JP,

Legal Representative:

PATTERSON B Todd (et al) (agent), Moser, Patterson & Sheridan, L.L.P.,
3040 Post Oak Boulevard, Suite 1500, Houston, TX 77056, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200312597 A2-A3 20030213 (WO 0312597)

Application: WO 2002US24517 20020801 (PCT/WO US0224517)

Priority Application: US 2001921255 20010801

Designated States: CN JP KR SG

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR

Publication Language: English

Filing Language: English

Fulltext Word Count: 5715

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... take place through the web site. The

final conditions may include, for example, the purchase **price** ,
additional **items** included in the purchase, warranty for
system, delivery terms, return/refund terms, system condition
upon...

14/3,K/13 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00976191

FACT BASED NEGOTIATION TOOL

INSTRUMENT DE NEGOCIATION A BASE FACTUELLE

Patent Applicant/Assignee:

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Inventor(s):

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Street, London EC4V 4EL, GB,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200305259 A2 20030116 (WO 0305259)

Application: WO 2002IB3122 20020522 (PCT/WO IB0203122)

Priority Application: US 2001866450 20010525

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13376

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... a need for a trading tool that can provide a buyer with margin information for **products** obtained at various

I

cost@s from **different suppliers** .

BRIEF SUMMARY OF THE INVENTION

Advantageously, the method and system provided by the Fact Based **Negotiation** Tool acc to the ention allows a user to collect and review cost information for...

...different costs associated with a specific product, to one or more possible suppliers of the **product** . With various embodiments of the invention, the cost **price** br akdoWn sheet can be prepared@ as a spreadsheet page (e.g., an ...for better comprehension.

In ad ition to collecting and displa t ,ying cos information for **various product and supplier** co some embodiments of the Fact Based **Negotiation** Tool according to the invention allo a buyer to provide anticipated pricing information for each...costs. The user can then point out the discrepancy in the labor cosiIs to the **first supplier** in order to **negotiate** an overall lower cost for purchase of the **product** from the **first ; supplier** .

The F, act Based **Negotiation** Tool 200 also allows a user to conveniently review the profit margins associated with each...

14/3,K/14 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00963608 **Image available**

AN ELECTRONIC COMMERCE SYSTEM AND METHOD FOR NEGOTIATING PRICE ON NETWORK
SYSTEME ET PROCEDE DE COMMERCE ELECTRONIQUE POUR NEGOCIER UN PRIX SUR UN
RESEAU

Patent Applicant/Assignee:

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Seoul 138-726, KR, KR (Residence), KR (Nationality), (For all

designated states except: US)
Patent Applicant/Inventor:
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156-050, KR, KR (Residence), KR (Nationality), (Designated only for:
US)
Legal Representative:
CHO Hyun-Lae (agent), Utopia Patent & Law Office, 4th Fl., Sangma Bldg.,
828-23 Yoksam-dong, Kangnam-gu, Seoul 135-080, KR,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200297697 A1 20021205 (WO 0297697)
Application: WO 2002KR1021 20020530 (PCT/WO KR0201021)
Priority Application: KR 200130596 20010531
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU
SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: Korean
Fulltext Word Count: 11174

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description
Claims

English Abstract

...commerce system and method for negotiating a price a network. The system comprises a a **negotiation** management server for controlling a series of functions for **price negotiations** between **first** and **second clients**; a **price negotiation** engine including a registration module for registering **goods** data and **negotiation** data, a **negotiation** progress module for progressing the **price negotiations** between the **first** and **second clients** and a calculation module for calculating the degree of **negotiation** intention; and a database server for storing information on sellers and purchasers, data on registered...

Detailed Description

... system and method for negotiating a price on a network, in which first clients register **goods** to be sold or purchased on a network and trade **prices** of the registered **goods** are decided by **price negotiations** between the **first clients** and **second clients**.

Background Art

Nowadays, with wide prevalence of computer systems and rapid development and spread of...and conditions between sellers and purchasers by deciding trade prices through I to I **price negotiations** between **first clients** who register **goods** to be sold or purchased on a network and **second clients** who wish to participate in the **price negotiations** for the registered **goods**.

Another object of the present invention is to provide a system and method which ...the negotiation management server and including a registration module for receiving and registering data on **goods** to be sold or purchased and data on a **negotiation** environment inputted from the **first clients**, a **negotiation** progress module for selecting any of the **second clients** which wishes to participate in the price

card.

17 The electronic commerce method as claimed in claim 6, wherein when the **second clients** input the **negotiation** data including a **goods** delivery term, a quality guaranteed term, returns conditions, payment means, or the number of the...

14/3,K/15 (Item 10 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00961510 **Image available**

A REWARDS SYSTEM

SYSTEME DE RECOMPENSES

Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200295634 A1 20021128 (WO 0295634)

Application: WO 2002AU614 20020520 (PCT/WO AU0200614)

Priority Application: AU 200146137 20010518; AU 1000382001 20010529

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10270

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... rewards receivixig operation are indicated by
reference numerals 46 to 62 in Figure 2.

The **Member** first negotiates a **product price** and the number of points to be **offered** for the **product** with a representative of a Merchant. Once the Member and the representative have agreed on the **product price** and the number of points **offered**, the Membe-r p&Ys -for the **product** by cash-, credit card, EFTPOS transfer or any other ...rewards redeeming operation are indicated by reference numerals 64 to 82 in Figure 3.

The **Member** first negotiates the **product price** with a representative of the Merchant. Likewise with the rewards receiving operation, the Member is...

14/3,K/16 (Item 11 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
(c) 2003 WIPO/Univentio. All rts. reserv.

00952542 **Image available**

**METHODS AND SYSTEMS FOR CARRYING OUT CONTINGENCY-DEPENDENT PAYMENTS VIA
SECURE ELECTRONIC BANK DRAFTS SUPPORTED BY ONLINE LETTERS OF CREDIT
AND/OR ONLINE PERFORMANCE BONDS**

**PROCEDES ET SYSTEMES PERMETTANT LA MISE EN OEUVRE DE PAIEMENTS
CONDITIONNELS PAR DES TRAITES BANCAIRES ELECTRONIQUES SECURISEES,
GARANTIES PAR DES LETTRES DE CREDIT EN LIGNE ET/OU DES GARANTIES DE
BONNE EXECUTION EN LIGNE**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

JOHNSON Richard C, 7542 Shadowhill Lane, Cupertino, CA 95014, US,

Legal Representative:

YOUNG Alan W (agent), Young Law Firm, P.C., 4370 Alpine Road, Suite 106,
Portola Valley, CA 94028, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200286681 A2-A3 20021031 (WO 0286681)

Application: WO 2002US7735 20020314 (PCT/WO US0207735)

Priority Application: US 2001285771 20010423

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 25427

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... Web seller (Web sellers, within the context of the present invention,
includes not only retailers **offering goods** and services 5 over the
Web, but also anyone person or entity utilizing the Internet...buyer may
simply select from among a plurality of pre-configured 1 5 iLofCTM
financial **products offered** by his or her FSP or other trusted entity
for which he or she qualifies...

14/3,K/17 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00950301 **Image available**

A METHOD AND SYSTEM FOR BUILDING DIGITAL MARKETS

PROCEDE ET SYSTEME DE CONSTRUCTION DE MARCHES NUMERIQUES

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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(Residence), DE (Nationality), (Designated only for: US)
Legal Representative:
NEAL Arlene P (et al) (agent), Morgan, Lewis & Bockius LLP, 1111
Pennsylvania Avenue, N.W., Washington, DC 20004, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200284440 A2-A3 20021024 (WO 0284440)
Application: WO 2002US11611 20020412 (PCT/WO US0211611)
Priority Application: US 2001283146 20010412
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 2840

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... participants of system 100, provides a competitive advantage to all
trading partners and enables efficient **negotiations** between a **buyer**
and **multiple suppliers**. This enhances and sustains competition on
product quality and **price** as well as on vendor service by using
bidding and **negotiation** mechanisms to allocate
5
supply among alternative supply chain partners based on availability and
capacity...

14/3,K/18 (Item 13 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00943767 **Image available**

**SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR A SUPPLY CHAIN MANAGEMENT
SYSTEME, PROCEDE ET PRODUIT PROGRAMME INFORMATIQUE CONCUS POUR UNE GESTION
DE CHAINE D'APPROVISIONNEMENT**

Patent Applicant/Assignee:

RESTAURANT SERVICES INC, Two Alhambra Plaza, Suite 500, Coral Gables, FL
33134-5202, US, US (Residence), US (Nationality), (For all designated
states except: US)

Patent Applicant/Inventor:

HOFFMANN George Harry, Restaurant Services, Inc., Two Alhambra Plaza,
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Patent and Priority Information (Country, Number, Date):
 Patent: WO 200277917 A1 20021003 (WO 0277917)
 Application: WO 2002US8287 20020319 (PCT/WO US0208287)
 Priority Application: US 2001815580 20010323; US 2001815598 20010323; US 2001816565 20010323; US 2001816488 20010323; US 2001816426 20010323; US 2001815899 20010323; US 2001816507 20010323; US 2001816422 20010323; US 2001816269 20010323; US 2001816491 20010323; US 2001816101 20010323; US

2001816231 20010323; US 2001816421 20010323; US 2001816069 20010323; US
 2001816296 20010323; US 2001816249 20010323; US 2001816121 20010323; US
 2001815668 20010323; US 2001816187 20010323; US 2001815490 20010323; US
 2001816471 20010323; US 2001815606 20010323; US 2001815777 20010323; US
 2001815813 20010323; US 2001816429 20010323; US 2001815515 20010323; US
 2001816543 20010323; US 2001816349 20010323; US 2001816331 20010323; US
 2001816167 20010323; US 2001816881 20010323; US 2001816536 20010323; US
 2001816092 20010323; US 2001816576 20010323; US 2001815759 20010323; US
 2001816495 20010323; US 2001816976 20010323; US 2001816083 20010323; US
 2001815715 20010323; US 2001815989 20010323; US 2001816561 20010323; US
 2001815483 20010323; US 2001816553 20010323; US 2001815688 20010323; US
 2001816388 20010323; US 2001816358 20010323; US 2001815729 20010323; US
 2001816537 20010323; US 2001816434 20010323; US 2001815897 20010323; US
 2001815734 20010323; US 2001816431 20010323; US 2001816021 20010323; US
 2001816454 20010323; US 2001816413 20010323; US 2001816430 20010323; US
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 2001815489 20010323; US 2001816048 20010323; US 2001815727 20010323; US
 2001816212 20010323; US 2001815660 20010323; US 2001815894 20010323; US
 2001816151 20010323; US 2001816582 20010323; US 2001816033 20010323; US
 2001816357 20010323; US 2001816420 20010323; US 2001815731 20010323; US
 2001816503 20010323; US 2001816160 20010323; US 2001815893 20010323; US
 2001816414 20010323; US 2001815792 20010323; US 2001815864 20010323; US
 2001816896 20010323; US 2001815725 20010323; US 2001816285 20010323; US
 2001815973 20010323; US 2001815845 20010323; US 2001816314 20010323; US
 2001816075 20010323; US 2001816944 20010323; US 2001815559 20010323; US
 2001816203 20010323; US 2001816567 20010323; US 2001816268 20010323; US
 2001816424 20010323; US 2001816564 20010323; US 2001816455 20010323; US
 2001816412 20010323; US 2001815590 20010323; US 2001816555 20010323; US
 2001816560 20010323; US 2001816427 20010323; US 2001834600 20010413; US
 2001834838 20010413; US 2001834924 20010413; US 2001834465 20010413

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 CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
 KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
 RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

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...International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the supply chain participants.

In one aspect, the supply chain manager is granted authority to negotiate supply agreements for the at least one good on behalf of all buying supply chain participants. In another aspect, an actual market price of the at least one good is kept secret from the at least one buying supply chain participant. In a further...

14/3,K/19 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00943630 **Image available**

NEGOTIATING PLATFORM

PLATE-FORME DE NEGOCIATION

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200277759 A2-A3 20021003 (WO 0277759)
Application: WO 2002US8293 20020320 (PCT/WO US0208293)
Priority Application: US 2001276952 20010320; US 2001279422 20010329; US
2001287004 20010430; US 2001305073 20010716; US 2001327291 20011009

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
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Publication Language: English

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Fulltext Word Count: 91315

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Claims

Claim

... to set a requirement of a
minimum number of satisfied relationships for use by said **negotiator** ,
Preferably, saidparty input unit is further opt@rable to permit oach
party to define weighting...an 1
currently within the scope of negotiations,
a first round manager, associated with said **item** manager, for managing
levelwise goal program, **negotiation** to successively reduce the number
of said **items**
mithin said scope to a predetermined threshold number of **items** ,
a **second** round manager, associated with said **item** manager, for
nianaging
levelwise program **negotiation** to produce successive offers, and
an **item** associator, Connected to said second round manager and to said
item manager, for expressing said...of received offers from said opponent
and carrying out value perturbations
in said directions,

said **negotiator** being operable to:

use Said optimizer to produce a **first** offer for a first level,
20

to advance from one level to another level only...expectation. Such a selection may succeed in balariciiiig the opponent party mathematically but produces, unrealistic **offers** .

Preferably, the negotiator carries out minimization for an expression comprising higher priority constraint variables and...the specific applicafion of matching a goal program of one party having a catalog of **items** , services, packages etc. and a **second party** who has a range of requirements tbat he hopes will be met fioin "*in the catalog. The figure shows an **item** catalog 92 for storing representations of the items for offer in the catalog. The items...Specifically, it includes facilities for suggesting, verifying, completing, evaluating, ranking, modifying and updating officers- Tere, **offers** may be multi- **item** , multi- **attribute** complex **offers** with various eonsiraints, preferences and trade-offs. The underlying assumption is that such constraints, preferences...e.g., a car catalog organized by 3 groups: luxury, sedan, 4X4). Within each family, **items** are listed according to their **attributes** . The awbutes am typically given in a discrete fashion (e.g., engine, size may be limited to a vector of 4 values 11 600, 1800 2000, 2400)), Each **item** in the catalog represents a specifiG vector of **attribute** values that are permissible for sale from the point of view of the seller, For...

...the relevant feasible intervals of the various aftributes, Mthout regard to whether or not an. **offer** corresponds to an **item** that actually exists in the catalog. At the socond stage, the seller's intention will
...

...is defined by a certain proportion by which the seller is ready to woTsen his **offers** . All **items** whose values, according to the seller's own objective, are Dot worse than the current...

...are generated through the ordinary GP procedures without regard to whether or not there are **items** in the catalog that actually correspond to these **offers** An each iteration, before sending his counter- **offer** ,, the seller finds the **item** in the catalog whose GP value is the closest to the one he has just...

...descending

order of utility to ilie buyer. Given the value of the seller's current **offer** according to the buyer's ob ective fiinction, all **items** whose imik position
j

is smaller then ...that was used to generate it.

The)argest profit is not necessarily associated with the **item** whose target **price** is the largest.

Theo the selleees UP in the first stage would look Ue this...

...deviations in engine size and color are not allowed for any of the seven pogsible **items** . These two represent fixed dimensions in ,the **item** 's **attribute** space that cannot be changed by negotiations.

Ap

. proach b: The seller constructs 3 sub...can be mounted only on American made

cars, The relevant coastr@t will be:

Trailerhook

type = Car.hook

@ **type**

The problem statement

In a multi- **item** deal there may be many combinations of items (from a collection of catalogs) that may...

...stage under the optimistic assumption that, within the given ranges of values for the relevant **attributes**, all possible **items** exist in their respective catalogs. Therefore, we actually perform qq catalog search during unification...

...Introduction

Negotiation proceeds in two stages. In stage 1 the seller operates with hypothetical **items** when **offers** are computed. However, when the seller presents an **offer** to the buyer, a concrete **offer**, based on actual catalog **items**, is presented. We shall explain how to locate such a concrete set of **items** for such a concrete **offer**. In stage 2 the seller only operates with concrete **items**. This is done either by (1) duplicating intention 1, at this point, -for each particular...whose value is "close enough to w" or until he finds that no such combination exists. **Offers** are generated only for valid combinations of **items** (car-trailer in our example; we assume that cars are more important than trailers),

0) Order...might be the purchase of a certain component by a purchasing officer. He knows, the **price** of the final **product** (P), the cost of labor (L), and the margin required by the firm (M). These...are evaluated by the auctioneer and in case of winning a bidder needs provide an **offer** that is at least as **good** as the level of achievement specified as the winning values in the auctioneer's value function. Observe that the winning bidder can always simply provide the **bid** he presented (which is as **good** or better from the auctioneer's point of view).

6) in case the auctioneer...of raising his offers, you in return increase the rate in which you decrease your **offers**. Alternatively, you can interpret his "**good will**" as a sign of weakness and be more stubborn. Consider the following example table...

14/3,K/20 (Item 15 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00937180 **Image available**

WEB BASED SYSTEM AND METHOD FOR MANAGING BUSINESS TO BUSINESS ONLINE TRANSACTIONS

SYSTEME ET PROCEDURE BASEES SUR LE WEB POUR GERER DES TRANSACTIONS EN LIGNE ENTRE ENTREPRISES

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

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Application: WO 2001US28884 20010917 (PCT/WO US0128884)

Priority Application: US 2001795958 20010228

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KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU
SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
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(EA) AM AZ BY KG KZ MD RU TJ TM

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Fulltext Word Count: 13461

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... marketplace for all purchasing needs within a specific industry.
Auction Marketplaces allow multiple buyers to bid for products from individual suppliers whereas a Reverse Auction allows buyers to post their needs for a product or service and suppliers bid to fulfill the request for service. Catalog Aggregators centralize product catalogs from multiple vendors in a standardized format to facilitate product search and comparison with pre-defined prices and multiple features. Trading Exchanges are a forum for multiple buyers and suppliers with well defined products (normally commodities) that have high price volatility and require two-way negotiation.

The BBVRS includes a proprietary transactional payment platform supporting both United States and International clients...

14/3,K/21 (Item 16 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00934940 **Image available**

**SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR A B2B PROCUREMENT PORTAL
SYSTEME; PROCEDE ET PROGICIEL POUR UN PORTAIL D'APPROVISIONNEMENT
INTERENTREPRISES**

Patent Applicant/Inventor:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200269102 A2-A3 20020906 (WO 0269102)

Application: WO 2002US5796 20020227 (PCT/WO US0205796)

Priority Application: US 2001796106 20010227

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CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

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Fulltext Word Count: 11121

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... be 5 related to the actual cost of the units or total value of the **goods** or services being delivered as required by the buyer. The **bid** amount is more aligned with the expected cost of sales prospecting, contract negotiation, and the...

14/3,K/22 (Item 17 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00923841 **Image available**

SYSTEM AND METHOD FOR BROKERING WOOD PRODUCTS

SYSTEME ET PROCEDE DE COURTAGE DE PRODUITS LIGNEUX

Patent Applicant/Assignee:

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WESTBROOK Claudia J, P.O. Box 1, Littlerock, WA 98556, US,

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200257868 A2-A3 20020725 (WO 0257868)

Application: WO 2001US45448 20011031 (PCT/WO US0145448)

Priority Application: US 2000244821 20001031

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CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

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(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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Filing Language: English

Fulltext Word Count: 12187

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... consolidate shipping costs. Moreover, 1 0 in some embodiments, each seller agent may have unique **product** and **quantity** identifiers, making integration more difficult.

In addition to the deficiencies associated with identifying the parties ...

14/3,K/23 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00922110 **Image available**

BUYER MANAGED ORDER TRANSMITTING SYSTEM AND METHOD
SYSTEME ET PROCEDE POUR LA TRANSMISSION DE COMMANDE GEREE PAR RAPPORT A
L'ACHETEUR

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200256140 A2-A3 20020718 (WO 0256140)
Application: WO 2002US1064 20020115 (PCT/WO US0201064)
Priority Application: US 2001261852 20010115

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

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Fulltext Word Count: 6259

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... order quantity and a respective one of the Vendors 14 associated with
each of the **items** .

[0054] The order **quantity** is determined according to the methods
discussed above. Furthermore, a lookup table stored in the...

...a Vendor. As an example, two of the Buyers 12a, 12c may order the same
item . Furthermore, the **item** may be supplied by **multiple**

Vendors (e.g., the Vendors 14d, 14g). The Buyer 12a may have
negotiated

favorable purchasing terms for the **item** with the Vendor 14g; similarly,
the Buyer 12c may have negotiated favorable purchasing terms for...

14/3,K/24 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00908930 **Image available**

**SYSTEM AND METHOD FOR TRANSMITTING GOODS, REMUNERATION, AND INFORMATION
SYSTEME ET PROCEDE DE TRANSMISSION DE BIENS, DE REMUNERATION ET
D'INFORMATIONS**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200242957 A2-A3 20020530 (WO 0242957)

Application: WO 2001CA1646 20011121 (PCT/WO CA0101646)

Priority Application: US 2000252360 20001121

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 14148

Main International Patent Class: G06F-017/60

Fulltext Availability:

Claims

Claim

... 120, wherein goods of a specific nature is
chosen from the group consisting of:

* Named goods ;

Goods of a specified quality and quantity from a specified source;

41

Goods of a specified quality and quantity ; and

Goods of a specified quantity . 122. The system of claim 121 ,
wherein the distribution channel provides a contingent supply of...

14/3,K/25 (Item 20 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00908920 **Image available**

PRODUCT PURCHASE DECISION MAKING DEVICE

APPAREIL D'INFORMATIONS ET DE PRISE DE DECISION D'ACHAT DE PRODUIT

Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200242946 A2-A3 20020530 (WO 0242946)
Application: WO 2001US45795 20011115 (PCT/WO US0145795)
Priority Application: US 2000717881 20001121

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU
CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 3397

International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... product itself is a good purchasing decision, the information may be available that the particular **product** can be purchased for a lower **price** or with better options from a different source, either a different detail outlet, catalog or...

14/3,K/26 (Item 21 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00888183

COMPUTER METHOD AND APPARATUS FOR PETROLEUM TRADING AND LOGISTICS

PROCEDE ET APPAREIL INFORMATIQUES CONCUS POUR LE COMMERCE ET LA LOGISTIQUE
DU PETROLE

Patent Applicant/Assignee:

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Inventor(s):

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DOYLE Stephen J, 16 Ledgehill, Southborough, MA 01772, US,
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ZAYADINE Khaled, 30 Marlborough View, Farnborough, Hampshire GU1 49YA, GB

PATEL Vip, 104 923 15 Avenue SW, Calgary, Alberta T2R 0S2, CA,

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Legal Representative:

WAKIMURA Mary Lou (et al) (agent), Hamilton, Brook, Smith & Reynolds,

P.C., 530 Virginia Road, P.O. Box 9133, Concord, MA 01742-9133, US,
Patent and Priority Information (Country, Number, Date):

Patent: WO 200221401 A2 20020314 (WO 0221401)
Application: WO 2001US28039 20010907 (PCT/WO US0128039)
Priority Application: US 2000230840 20000907

Designated States: CA JP

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Publication Language: English

Filing Language: English

Fulltext Word Count: 19120

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... been divided into US gasoline and US distillate. The same will hold true for International **Products**. The originating **user** may select **different** predefined grades from these markets along with an optional default delivery location. In response the deal **negotiation** system 37a populates the market region and grade fields with appropriate standard specifications and populates...objects 67 attribute (US/International Crude oil, U.S. Inter-mediate feedstocks and U.S.

products, Fig 4a).

-In step 96, the deal **negotiation** system 37a responds to the end **user** setting **first** view list 49 in Fig 3a. In response, deal **negotiation** application 37a filters the displayed trade deals 45 based on public or private indication in...

14/3,K/27 (Item 22 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00888182

COMPUTER SYSTEM FOR PROVIDING A COLLABORATIVE WORKFLOW ENVIRONMENT
SYSTEME D'ORDINATEURS POUR LA CONSTITUTION D'UN ENVIRONNEMENT DE FLUX DE
TRAVAUX EN COLLABORATION

Patent Applicant/Assignee:

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ALLEN Michael D, 15610 Laurel Heights Drive, Houston, TX 77084, US,
MOORE Charles C, 11 Smith Road, Hopkington, MA 01748, US,
HAKIMATTER Linus, 66 Flagg Road, Southborough, MA 01772, US,
DOYLE Stephen J, 16 Ledgehill, Southborough, MA 01772, US,
BARTEL Wayne C, 2210 Potomac Drive #2, Houston, TX 77057, US,
MAHER Kevin, 419 Hudson Road, Sudbury, MA 01776, US,
PATEL Vip, 104 923 15 Avenue SW, Calgary, Alberta T2J 3Z7, CA,
ROSEN Ken, 11 Blueberry Circle, Andover, MA 01810, US,
MAHALEC Vladimir, 41 Carriage Way, Sudbury, MA 01776, US,

Legal Representative:

WAKIMURA Mary Lou (et al) (agent), Hamilton, Brook, Smith & Reynolds,
P.C., 530 Virginia Road, P.O. Box 9133, Concord, Massachusetts
01742-9133, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200221400 A2 20020314 (WO 0221400)
Application: WO 2001US28037 20010907 (PCT/WO US0128037)
Priority Application: US 2000230840 20000907
Designated States: CA JP
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
Publication Language: English
Filing Language: English
Fulltext Word Count: 17199

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... been divided into US gasoline and US distillate. The same will hold true for International **Products**. The originating **user** may select **different** predefined grades from these markets along with an optional default delivery location. In response the deal **negotiation** system 37a populates the market region and grade fields with appropriate standard specifications and populates...

14/3,K/28 (Item 23 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00887549 **Image available**

BUSINESS PRIVACY IN THE ELECTRONIC MARKETPLACE

CONFIDENTIALITE DES TRANSACTIONS DANS UNE PLACE DE MARCHE ELECTRONIQUE

Patent Applicant/Assignee:

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IBM (SCHWEIZ), Baendliweg 21, CH-8010 Zurich, CH, CH (Residence), CH (Nationality), (Designated only for: AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR)

Patent Applicant/Inventor:

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SHEHORY Onn, Rimon St. 29, 60190 Neve Monosson, IL, IL (Residence), IL (Nationality), (Designated only for: US)

SHMULYIAN Sergei, Katzenelson St. 67/19, 53270 Givaataim, IL, IL (Residence), IL (Nationality), (Designated only for: US)

Legal Representative:

WILLIAMS Julian David (agent), International Business Machines Corporation, Saeumerstrasse 4 / Postfach, CH-8803 Rueschlikon, CH,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200221789 A2 20020314 (WO 0221789)

Application: WO 2001IB1577 20010830 (PCT/WO IB0101577)

Priority Application: US 2000230151 20000905; US 2000731388 20001130

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7946

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... no transaction concluded with this seller. The market maker may instead attempt to match or negotiate the buyer's agreed privacy policy with another seller offering the desired item . The possibility of losing business due to such failed privacy negotiations provides sellers with an incentive to define proposed policies that are - 15 as flexible as...

14/3,K/29 (Item 24 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00887151 **Image available**

COMPUTER METHOD AND APPARATUS FOR VESSEL SELECTION AND OPTIMIZATION
COMPUTER METHOD AND APPARATUS FOR VESSEL SELECTION AND OPTIMIZATION
PROCEDE ET DISPOSITIF INFORMATIQUES POUR SELECTION DE NAVIRE ET
OPTIMISATION DE DONNEES CORRESPONDANTES

Patent Applicant/Assignee:

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US (Nationality)

Inventor(s):

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DIETRICH Donald A, 2 Speakers Lane, Wenham, MA 01984, US,
ALLEN Michael D, 15610 Laurel Heights Drive, Houston, TX 77084, US,
MOORE Charles C, 11 Smith Road, Hopkington, MA 01748, US,
HAKIMATTER Linus, 66 Flagg Road, Southborough, MA 01772, US,
DOYLE Stephen J, 16 Ledgehill, Southborough, MA 01772, US,
BARTEL Wayne C, 2210 Potomac Drive #2, Houston, TX 77052, US,
JOHNSON Nigel, P.O. Box 1270, Duxbury, MA 02331, US,
ZAYADINE Khaled, 30 Marlborough View, Farnborough, Hampshire GU1 49YA, GB

ROSEN Ken, 11 Blueberry Circle, Andover, MA 01810, US,

MAHALEC Vladimir, 41 Carriage Way, Sudbury, MA 01776, US,

Legal Representative:

WAKIMURA Mary Lou (et al) (agent), Hamilton, Brook, Smith & Reynolds,
P.C., 530 Virginia Road, P.O. Box 9133, Concord, MA 01742-9133, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200221318 A2-A3 20020314 (WO 0221318)

Application: WO 2001US28117 20010907 (PCT/WO US0128117)

Priority Application: US 2000230840 20000907

Designated States: CA JP

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Publication Language: English

Filing Language: English

Fulltext Word Count: 17300

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... been divided into US gasoline and US distillate. The same will hold true for International **Products**. The originating **user** may select **different** predefined grades from these markets along with an optional default delivery location. In response the deal **negotiation** system 37a populates the market region and grade fields with appropriate standard specifications and populates...trade objects 67 attribute (US/International Crude oil, U.S. Intermediate feedstocks and U. S.

products, Fig 4a).

In step 96, the deal **negotiation** system 37a responds to the end **user** setting **first** view list 49 in Fig 3a. In response, deal **negotiation** application 37a filters the displayed trade deals 45 based on public or private indication in...

14/3,K/30 (Item 25 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00869206 **Image available**

BUYING AND SELLING GOODS AND SERVICES USING AUTOMATED METHOD AND APPARATUS
ACHAT ET VENTE DE BIENS ET DE SERVICES AU MOYEN D'UN PROCEDE ET D'UN
APPAREIL AUTOMATISES

Patent Applicant/Assignee:

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Inventor(s):

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200203302 A1 20020110 (WO 0203302)

Application: WO 2001US41239 20010629 (PCT/WO US0141239)

Priority Application: US 2000215471 20000630; US 2000218473 20000714

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GNGW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 20501

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... changes in pricing and other economic terins that occur before transactions are completed. For instance, **prices** of some **products** may change within minutes, let alone the hours or days that it: may take to ...

14/3,K/31 (Item 26 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00865411 **Image available**

SYSTEM AND METHOD FOR ENHANCING BUYER AND SELLER INTERACTION DURING A
GROUP-BUYING SALE

SYSTEME ET PROCEDE PERMETTANT D'AMELIORER L'INTERACTION ENTRE ACHETEUR ET
VENDEUR DURANT UNE VENTE COLLECTIVE

Patent Applicant/Assignee:

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Inventor(s):

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WAMPLER Kevin Dean, 17111 N.E. 35th Street, Bellevue, WA 98008, US,

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200198997 A1 20011227 (WO 0198997)

Application: WO 2001US19103 20010613 (PCT/WO US0119103)

Priority Application: US 2000596921 20000619

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 27635

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... of sale may enable sellers to increase sales by making knowledgeable
and effective pricing and **product offering** choices in real time based
on the specific preferences and sensitivities expressed by the group. In
addition, the ability to answer questions and respond to buyer
misconceptions about a **featured item** . at or near the point of sale
may increase sales and improve overall customer satisfaction...among the
buyers and the first seller. The method may further include receiving an
initial **price** for the **featured item** from the first seller and
initiating the on-line group-buying sale for the first **featured**

10

item after receiving the initial **price** from the **first seller** .
Buyer communications may be transmitted to the **first seller** via the
negotiating room, wherein at least some of the communications contain
offers for the **featured item** . at various **prices** . The method may
further include producing a first flash demand curve for the first
featured item .

using the at least some of the communications that contain offers for the first featured...for further aggregating demand among buyers and for supporting sales of one or more featured **items** by an on-line groupbuying mechanism by providing buyers and **sellers** with **various** conununication and **negotiating** tools.

Figure 4 illustrates a sample **negotiating** room 401 architecture, according ...negotiating room 401 may be a demand aggregation service provider 1 5 associated with the **featured item** , according to an embodirnent of the invention. The negotiating room 401 may alternatively be operated by a seller or manufacturer of the **featured item** , according to an embodiment of the invention. Alternatively, the negotiating room 401 may be operated...honor any irrevocable offers in place. While these policies might hinder the flexibility of the **seller** to **offer different featured items** , they typically would not preclude the seller from improving the **bargain** to buyers by lowering price, adding accessories, extending warranties and the hke. In essence, the...

...buying sale, the seller may alter the featured item mix by adding and rernoving new **products** and services. Accordingly, a **seller** may run **several negotiating** room on-line group-buying sales to determine the appropriate mix of products/services to...

...room on-line group-buying sale provides the seller with a tool for testing various **featured item** mixes. and sales strategies with a real buying group.

The seller may then apply data...

Claim

... the at least one flash demand curve to create a sale demand curve for the **featured item** ; and
1 0 conducting a second on-line group-buying sale of the **featured item** using the sale demand curve.

9 The method of claim 8, further comprising:
conducting a...information between sellers and buyers associated with an on-line group-buying sale having a **featured item** , comprising:
a message recciver and transmitter configured to receive buyer conimunications and send the buyer...from set of message treatment fonnats.

66 A data processing system that provides communications between **buyers** and a **first seller** during an on-line group-buying sale for a first **featured item** , the data processing system including **negotiating** room software executable on the data processing system and configured to transmit communications from the **buyers** to the **first seller** , wherein at least some of the communications contain **offers** for the first **featured item** , the data processing system further configured to produce a first flash demand curve for the first **featured** itera using the **offers** for the first **featured item** and configured to provide the first flash demand curve to the first seller.

67 The...

DIALOG(R)File 349:PCT FULLTEXT
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00865409 **Image available**

BUSINESS METHOD FOR FACILITATING THE SALE OF GOODS AND SERVICES
TECHNIQUE COMMERCIALE DESTINEE A FACILITER LA VENTE DE BIENS ET DE SERVICES

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

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Carew Tower, Cincinnati, OH 45202, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200198995 A1 20011227 (WO 0198995)

Application: WO 2001US18452 20010608 (PCT/WO US0118452)

Priority Application: US 2000212611 20000619

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10294

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... value purchases that are comparatively costly to process, with order
processing costs often exceeding the **price** of the **items** purchased.

0 While the growth of e-commerce has had an effect on small to...

14/3,K/33 (Item 28 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00863535 **Image available**

INTERNET BARGAINING SYSTEM

SYSTEME DE MARCHANDAGE PAR INTERNET

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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(Residence), US (Nationality)

Legal Representative:

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Street, Morristown, NJ 07960, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200197133 A1 20011220 (WO 0197133)

Application: WO 2001US16736 20010524 (PCT/WO US0116736)

Priority Application: US 2000210860 20000609; US 2000244341 20001030; US 2001864043 20010523

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 19431

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... system consultant is also provided, upon Buyer request.

Sellers obtain a negotiated and best available **price** for their **products**. Substantially all bargains are negotiated by the buyers to obtain an optimum **price** for seller **goods** or services. In one embodiment, the system processes all the financial matters of the deal... initial phase of the bargaining process. The buyer can, instead, be allowed to hold his **bargain price** for a limited time, or for an indefinite time, or until the **product** is purchased by **another buyer**.

If there exists a system accepted, buyer requested **bargain price** for a **product**, and the buyer has not yet purchased the **product**, and has placed his bargain **price** on hold, then at step BF2.6, if buyer signals his intent to purchase the...

...process the payment and ship the product to the buyer. In the event that the **product** has been purchased at a higher bargain **price**, Business Controller 2.0 creates a bargain **price** 1.2 at step BF2.4 provided the **product** is still available. If the product requested is no longer available, or buyer is not...

...criteria in buyer request but differing in certain respects, such as brand name, quality, color, **features** and the like. The list generated from **product** database 3.9 is then presented to the buyer for consideration, and the process is...product through Business Controller 2.0 and initiates the payment process upon sale of the **product**.

If the seller does not accept the **bargain price** range at step SN5.5, Business Controller 2.0 asks **seller** to send **another** more suitable **price** range at step SN5. This process can continue until (i) the seller's best **bargain price** range is achieved, or (H) Business Controller 2.0 stops bargaining after generating a...

...of chances allotted for bargaining with the seller, or (iv) seller elects to list the **product** on open sale. The best bargain **price** range will include the final bargain **price** that Business Controller 2.0 can **offer** for the **product**. Business Controller 2.0 can hold that **price** for a preselected period of time, upon request, if the seller is undecided about the...

14/3,K/34 (Item 29 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00862509

INTERACTIVE BUSINESS MATCHING AND PROMOTION
ETABLISSEMENT DE CORRESPONDANCES POUR DES TRANSACTIONS COMMERCIALES
INTERACTIVES ET PROMOTION DE CELLES-CI

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Patent and Priority Information (Country, Number, Date):

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Priority Application: US 2000210398 20000609; US 2000708694 20001107

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CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
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Detailed Description

Detailed Description

... buyer and seller is not optimal.

For example, the buyer may not be willing to **negotiate** a higher **price** for the **item**. In **another** scenario, a **buyer** interested in purchasing a particular **good** or service will often research the market for a potential seller. Again, a large amount...

...effective and efficient manner. The system should maintain a database where customers interested in selling **goods** and services can enter their trade **offerings**. It should also maintain a database that allows customers interested in buying goods and services...

14/3,K/35 (Item 30 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00858341

NEGOTIATION/WORKFLOW ENGINE

MOTEUR DE NEGOTIATION DES FLUX DE TRAVAUX

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Patent and Priority Information (Country, Number, Date):

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Application: WO 2001US16429 20010522 (PCT/WO US0116429)

Priority Application: US 2000206105 20000522

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(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

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Fulltext Availability:

Detailed Description

Detailed Description

... and services require significant negotiation between buyers and
sellers. These negotiations frequently include many other **attributes** of
the **goods** or services other than their **price**, such as the **type**,
quality and **quantity** of the **goods** being purchased, each of which may
1

influence the **price** of the **goods**. Negotiations also may require
multiple rounds of back-and-forth communication before the parties agree
on terms. Purchase prices are also influenced by market supply and
demand; **negotiations** may take into account the presence or absence of
alternative suppliers and purchasers.

Furthermore, sellers may explicitly package multiple **items** together,
such that the pricing terms for more popular items are more favorable if
purchased...for one or more inventory items from each proposal
independently from the other proposed inventory **items**.

The buyer may also choose to electronically **negotiate** one or more
inventory **items**

through the electronic commerce system. For each inventory **item** being
negotiated, the buyer and **seller** may **negotiate multiple**
attributes such as price,

6

quantity, classification, and quality, among others. For example, in the
broadcast...

...program rates to maintain the correct overall ratio.

Because the buyer can view proposals from **multiple sellers** in
response to the same request for proposal, the buyer can compare similar
inventory **items** from **different sellers** and **negotiate** only those
inventory **items** from each seller that best meet the buyer's criteria.
Furthermore, because the proposal was determine which inventory **items**

to negotiate, and the appropriate values to counter- **offer** .
When the seller receives a counter-offer from the buyer, the seller may accept the...of purchase transactions I 1 00, III 0 on which a particular buyer is currently **negotiating** or ordering.

Referring again to FIG. 1, because the **items** that must be displayed to each **user** are **different** depending on their current transactions, the application server 60 also contains the program logic that...

...be running different instances of particular session beans, but all database accesses for a particular **type** I 0 of data **item** are forced to go through the same entity bean. When the JSP processor program has...

14/3,K/36 (Item 31 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00856082

METHOD AND SYSTEM FOR SEMI-FUNGIBLE COMMODITY ITEM TRANSACTIONS

**PROCEDE ET SYSTEME PERMETTANT DES TRANSACTIONS DE BIENS UTILITAIRES
SEMI-FONGIBLES**

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Patent and Priority Information (Country, Number, Date):

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Priority Application: US 2000573828 20000518; US 2001841020 20010424

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KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD
SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
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Fulltext Availability:

Claims

Claim

... supplier for purposes of another and vice-versa. Moreover, depending upon the semi-fungible commodity **items negotiated** fo'r, a complex **negotiation** can even result in a single entity being a purchaser and **supplier** for **different items** in the same **negotiation**, for example, to where one of the **items** is used in the production of or is a subcomponent of **another item**.
PURCHASER/ SUPPLIER KNOWLEDGE OF EACH OTHER

One factor which can affect any **negotiation** is the knowledge the parties involved in the **negotiation** have about each other. In some cases, this knowledge can result in the parties negotiating...

...is presented in the negotiation as two or more purchasers having differing semi-fungible commodity **item** requirements; or e) a supplier **offering** two or more different semi-fungible commodity **items** is presented as two **different suppliers**.

10 **PRODUCT PURCHASER INTERFACE**

When a purchaser agrees to participate in the **product negotiation** they are given access to an aggregation server and are presented with an interface that...this example, the supplier has provided historical information regarding revenues for the semi-fungible commodity **item** being **bid**. As a result, the system calculates that the current volume would result in an estimated...

...upon the particular implementation, and/or possibly the product category for the semi-fungible commodity **item**, some of the information illustratively shown in the Preferred Supplier **Bid** Screen 800 of FIG. 8 may also or alternatively be present in the Supplier Bid...upon the particular implementation, and/or possibly the product category for the semi-fungible commodity **item**, as with the Preferred Supplier **Bid** Screen of FIG. 8, some of the information illustratively shown in the Preferred Supplier Bid...

...there are three purchasers (A, B and C) who all have needs for the same **product** class (but not necessarily the same **type** within the class). Their volume needs are also different. A needs 5000 units, B needs...

...Request For Proposal (RFP) for that semi-fungible commodity (inverted exclamation mark)tem **product** class and/or **type** submittted to the entity hosting the negotiation. In each RFP, each purchaser defines the general...

...unit for product "Q".

Y- \$110/unit for product, 'T', and

Z: \$120/unit for **product** "K". - 23 Based on these' **prices** each Purchaser allocates their volume needs as shown

in Table 1:

Purchaser Volume Supplier X...

...or 40%, and Z sees an initial award of 1000 units or 10%.

Assume that **product** "K" **bid** by supplier Z is of a higher quality or is materially different **product** which justifies a **price** premium over the **products** **bid** by suppliers X and Y. Nevertheless, supplier Z is not happy with being awarded only...

...is reflected on each purchaser's screen so that each purchaser will see the new **price** of \$115/unit for **product** "K" from Supplier Z. As a result, at least one of the purchasers decides to...utility values can be obtained using the line. Once the slope has been obtained, reference **prices** for the other **products** may be obtained using the one reference price, the utility values and the calculated slope. In addition, each purchaser is typically prompted as...

...at the start of the negotiation t, the purchaser will also see the current suppliers' **offering price** 1202, 1204, 1206 for each relevant **item** 12081 12105 1212 in the negotiation represented as superimposed points, such as illustratively shown in...at time t, the best value for

money, according to this purchaser's preferences, is **item A** because the **price** (shown by the pentagon) is on the utility function curve, whereas the price for (inverted exclamation mark) **item B** is significantly above the curve and the **price** for **item C** is just: above the curve. Consequently, the purchaser should allocate the entire volume to...

...graphical output of the decision making tool feature. As the negotiation progresses, suppliers adjust their **prices** so that, as shown in FIG. 13, at time t , **products A, B and C** have each been **offered** at lower **prices** 13023 13043 1306. Since the utility function curve 1000 represents the purchaser's preferences, its...

...does not represent a bad value for money, the purchaser can maintain volume allocation to **item A**. FIG. 14 is an example **price** vs. utility graph. As shown, there are three **products F, Q and R** whose price and utility points (42, 57), (655 83) and (100, 100) have been normalized to a...

...more economically advantageous decisions. Moreover, the decision can be based upon the allocation to the **items** that best match the utility/**price** profile of that particular purchaser. Having shown, by way of several examples, utilization of decision...

...though the supplier who would view the display of FIG. 17 would not know the **product** or pricing **offered** by the competing suppliers, the supplier can

nevertheless make empirical judgments. For example, assuming supplier...c
50 60 20

Table 10

Each purchaser is then prompted to enter the maximum **price** they would lo pay for one of the other **products** if the highest utility product cost 100 units. By way of example, assume that each...

...price-utility pairs, the system calculates the slope of the line passing through the two **price** -utility pairs and values for any remaining **products** for each purchaser based upon the linear function. This is illustrated graphically in Figures 18A...negotiation method comprising: engaging at least two purchasers and at least two suppliers in a **negotiation**

session,

receiving, from a first of the at least two **suppliers**, a **first bid** of a first

product from a semi-fungible **product** category at a first **price** ; receiving, from a second of the at least two suppliers, a second **bid** of a lo second **product** from the semi-fungible **product** category at a second **price** ; allowing at least one of the purchasers to individually specify, via an on-line...

...by a

processor:

a) receives, from a first of at least two suppliers, a first **bid** of a first semi-fungible **product** at a first **price** ;

b) receives, from a second of the at least two suppliers, a second **bid** of a second semi-fungible **product** at a second **price** ;

c) allows at least one purchaser to specify an initial allocation of a purchase volume...

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00855134 **Image available**

MONTAGE FOR AN ELECTRONIC MARKET

MONTAGE DESTINE A UN MARCHE ELECTRONIQUE

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Patent and Priority Information (Country, Number, Date):

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Priority Application: US 2000569524 20000512

Parent Application/Grant:

Related by Continuation to: US 2000569524 20000512 (CON)

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KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD
SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

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Detailed Description

Claims

Detailed Description

... aspect of the invention, a graphical
user interface for an electronic trading system includes a
negotiation montage that displays quotes at various **price** levels
'for a **product** , the quotes being posted from a **plurality** of market
participants and a **plurality** of controls that display a plurality
of **price** levels for quotes for the **product** at current pricing
conditions for the product.

According to an additional aspect of the invention...

Claim

1 A graphical user interface for an electronic trading system, comprises:
a **negotiation** montage that displays quotes at various **price** levels for a **product**, the quotes being posted from a **plurality** of market **participants** ;
a **plurality** of controls that display a plurality of **price** levels for quotes for the **product** at current pricing conditions for the product.

2 The graphical user interface of claim 1...

14/3,K/38 (Item 33 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00851775 **Image available**

ADVANCED ASSET MANAGEMENT SYSTEMS

SYSTEMES DE GESTION D'AVOIRS PERFECTIONNES

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CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

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Fulltext Availability:

Detailed Description
Detailed Description

... may be tied to volume or the specific marketplace in which the sale occurs. Fixed **price** transactions include **offers** by sellers to supply **goods** or services under terms determined by the seller, which may include such factors as volume...

14/3,K/39 (Item 34 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00846291 **Image available**

INTERACTIVE DEMAND MANAGEMENT
GESTION DE DEMANDE INTERACTIVE

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Patent and Priority Information (Country, Number, Date):

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SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

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Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... of 1000 buyers.

FreeMarkets utilized an "open cry" reverse auction to drive pricing down among **multiple** competing **suppliers** of a given **product** or service. The typical pre- **negotiation** present in the FreeMarket system is whether a supplier will participate. In other words, prices bid by suppliers are determined in "real time." However, FreeMarkets only allows negotiations on **price** alone-

the
other terms for the provision of the **goods** or services are not
negotiable.

However, with the low volume and the lack of aggregation...

14/3,K/40 (Item 35 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00844341 **Image available**

**SYSTEMS AND METHODS FOR ALIGNING INTERESTS IN AN ON-LINE
BUSINESS-TO-BUSINESS EXCHANGE**

**SYSTEMES ET PROCEDES PERMETTANT DE METTRE EN PARALLELE DES INTERETS DANS UN
ECHANGE INTER-ENTREPRISES**

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KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE
SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

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Fulltext Availability:

Detailed Description

Detailed Description

... IO is to have price sheets. Each seller may have standard price sheets
for its **product** catalog which are completely configurable by the seller
partner.

These **price** sheets may include quantity discounts and may also be
targeted to only select buyers. As...

14/3,K/41 (Item 36 from file: 349)

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00835841 **Image available**

ROUTING METHODS AND SYSTEMS FOR INCREASING PAYMENT TRANSACTION VOLUME AND

PROFITABILITY

**PROCEDES ET SYSTEMES D'ACHEMINEMENT PERMETTANT D'AUGMENTER LE VOLUME DE
TRANSACTIONS DE PAIEMENT ET LEUR RENTABILITE**

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KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16948

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... a portion of the merchant's discount rate or other fees so that
merchants can **offer** discounts to customers who use the issuer's payment
products . It is also known for merchants to **offer** discounts or
refunds to customers who enroll for new payment methods, such as the
merchant...

14/3,K/42 (Item 37 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00823183

ONLINE SALES RISK MANAGEMENT SYSTEM

SYSTEME DE GESTION DES RISQUES DES VENTES EN LIGNE

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GUNEWARDENA Arun M, Apartment 5A, 422 East 72nd Street, New York, NY
10021, US, US (Residence), LK (Nationality), (Designated only for: US)
GREENER Sharon, 126 Rumson Road, Rumson, NJ 07760, US, US (Residence), GB
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ANAGOSTOPOULOS Effie Konstantine, Apartment 2RW, 515 West 48th Street,
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only for: US)

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200155885 A2 20010802 (WO 0155885)

Application: WO 2001US1667 20010118 (PCT/WO US0101667)

Priority Application: US 2000179373 20000131; US 2000526606 20000316

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8807

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... that transaction to reflect the rebate.

Retail exchange rates can also be associated with particular **products** .
A **customer** may **negotiate different** contract expiration dates for an
exchange rate for different **products** . For example, a particular
customer may be involved in selling automobiles as well as automobile...

14/3,K/43 (Item 38 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00820467 **Image available**

NEGOTIATING A COMMERCIAL TRANSACTION USING INTERNET-BASED COMMUNICATION
NEGOCIATION D'UNE TRANSACTION COMMERCIALE PAR COMMUNICATION SUR INTERNET

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200154030 A2-A3 20010726 (WO 0154030)

Application: WO 2001US1839 20010119 (PCT/WO US0101839)

Priority Application: US 2000489197 20000120

Parent Application/Grant:

Related by Continuation to: US 2000489197 20000120 (CON).

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8114

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... item of commerce. The item of commerce includes a product or service, e.g., an **item** of used capital equipment. At least one of the **first party** and the **second party** includes an agent representing a supplier or a customer. The commercial transaction includes a purchase and sale. The electronic **negotiation** is enabled by a server operated by a third party on the Internet. The server...

...of the parties to indicate assent to a term proposed by the other party. The **negotiation** facility includes a user interface that is configured to allow the **first party** to create a listing providing information regarding the **item** of commerce. The **negotiation** facility is configured to allow one of the parties to post a draft contract pertaining...on the Internet an interest in engaging in the possible commercial transaction, (c) enabling the **first party** to initiate an electronic **negotiation** of terms for transfer of the **item** of commerce by posting a proposed contract to the Internet, and (d) establishing the first...

14/3,K/44 (Item 39 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00816834 **Image available**

METHOD FOR PROMOTING LISTER ANONYMITY DURING AN ON-LINE AUCTION

PROCEDE DE PRESERVATION DE L'ANONYMAT D'UN COURTIER LORS D'UNE VENTE AUX
ENCHERES EN LIGNE

Patent Applicant/Assignee:

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Legal Representative:

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1404, Alexandria, VA 22313-1404, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200150372 A1 20010712 (WO 0150372)

Application: WO 2000US33279 20001220 (PCT/WO US0033279)

Priority Application: US 2000478134 20000105

Parent Application/Grant:

Related by Continuation to: US 2000478134 20000105 (CON)

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 6611

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... This spam mail fear could limit the number of questions a buyer asks
of a **seller** regarding the **various** qualities of the **item** to be
bought. Fear of spam mail may also limit the buyer's desire to
negotiate price with the sellers.

Accordingly, what is desired is a way of reducing seller access...the
serious bidders to follow up with the seller. This is also a boon the
seller with **multiple items** because the seller can **negotiate** deals
with the serious buyers after the close of the auction. Since the seller
contact...

14/3,K/45 (Item 40 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00815942

SOURCING SYSTEM AND METHOD

SYSTEME ET PROCEDE DE SOURCAGE

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200148656 A2 20010705 (WO 0148656)

Application: WO 2000US34022 20001214 (PCT/WO US0034022)

Priority Application: US 99173573 19991229

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English
Filing Language: English
Fulltext Word Count: 10780

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... complicated by discount,
delivery, installation, training, maintenance, warranty and
other important variables which are often **negotiated** before
the transaction is finalized. Purchasers typically conduct
negotiations with **different vendors** to obtain the best
products for the best **price** .

Some entities purchasing such **products** establish in
house purchasing departments or out-source the purchasing
responsibilities to consultants. These purchasing...

14/3,K/46 (Item 41 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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G0809396 **Image available**

AUTOMATED EXCHANGE FOR THE EFFICIENT ASSIGNMENT OF AUDIENCE ITEMS
ECHANGE AUTOMATISE POUR L'ATTRIBUTION EFFICACE DES PRODUITS D'AUDIENCE

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200143027 A1 20010614 (WO 0143027)
Application: WO 2000US33179 20001208 (PCT/WO US0033179)
Priority Application: US 99169973 19991210; US 2000197672 20000417; US
2000202813 20000508

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 23346

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... bargaining will lead to more efficient assignments of advertising time than it does for other **items** . Under bilateral **bargaining** , an advertising agency attempts to buy advertising spots by **bargaining** with, in a sequential manner, **various** **sellers** . To increase his share of the gains from trade, each **bargainer** has an incentive to misrepresent his willingness to trade. **Bargainers** attempt to limit the effect of this misrepresentation by soliciting bids or offers from alternative...

14/3,K/47 (Item 42 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00807401 **Image available**

METHODS AND SYSTEMS FOR MARKET CLEARANCE

PROCEDES ET SYSTEMES DESTINES A L'EQUILIBRE DU MARCHE

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200140977 A2 20010607 (WO 0140977)

Application: WO 2000US32776 20001204 (PCT/WO US0032776)

Priority Application: US 99169338 19991206

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 25288

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... then negotiate with a wellknown supplier on behalf of the buyer pool to achieve the **price** each buyer requests. Demandline targets larger purchasers of business **products** and services for which there are a several major recognized or reputable suppliers, for example...

14/3,K/48 (Item 43 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806392

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A

**NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE
DANS UN ENVIRONNEMENT DU TYPE CHAINE D'APPROVISIONNEMENT RESEAUTE, ET
PROCEDE ASSOCIE**

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139086 A2 20010531 (WO 0139086)

Application: WO 2000US32310 20001122 (PCT/WO US0032310)

Priority Application: US 99444653 19991122; US 99447623 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL

TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 156214

Main International Patent Class: G06F-017/60

14/3,K/49 (Item 44 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00806383

**COLLABORATIVE CAPACITY PLANNING AND REVERSE INVENTORY MANAGEMENT DURING
DEMAND AND SUPPLY PLANNING IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
AND METHOD THEREOF**

**PLANIFICATION EN COLLABORATION DES CAPACITES ET GESTION ANTICIPEE DES
STOCKS LORS DE LA PLANIFICATION DE L'OFFRE ET DE LA DEMANDE DANS UN
ENVIRONNEMENT DE CHAINE D'APPROVISIONNEMENT FONDEE SUR LE RESEAU ET
PROCEDE ASSOCIE**

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

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Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139029 A2 20010531 (WO 0139029)

Application: WO 2000US32309 20001122 (PCT/WO US0032309)

Priority Application: US 99444655 19991122; US 99444886 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL

TJ TM TR TT TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 157840

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description

... programs, when executed, enable the computer
77

Another embodiment is directed to a computer program **product** comprising a computer readable medium having control logic (computer software) stored therein. The control logic...to these queries from the IVR, or responds normally to a live operator.

When a **product** support engineer becomes available, the previously gathered information (both from the IVR query responses and...the recent steps taken by key players in today's Internet backbone business. The traditional **type** of communication network is circuit switched. The U.S. telephone system uses such circuit switching...certain parameter information, the responses being adopted if acceptable to applicable senior control information.

When **another party** (other than the **first** applier of rules), perhaps through a **negotiation** process,
134

WAFF capabilities may be employed, and a WAF agreement may be entered into...of unauthorized moving of software among machines; however, hardware locks do not handle multiple software **products** on a single machine, and they require time and expense to deliver to the end **user** .

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When computer software **products** are used in a network environment (which may include computers running in various roles as...

14/3,K/50 (Item 45 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)
Application: WO 2000US32308 20001122 (PCT/WO US0032308)
Priority Application: US 99444773 19991122; US 99444798 19991122
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK
SL TJ TM TR TT TZ UA UG UZ VN YU ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Main International Patent Class: G06F-017/60

Fulltext Availability:
Detailed Description

Detailed Description

... is available to the product support engineer.

After reviewing the situation with the customer, the **product** support engineer can query the customer's computer via support agents for additional information, if...

...makes the Internet a viable alternative to telephone calls as a tool for providing consumer **product** support. Many on-line computer services, such as Prodigy and America On-Line, provide, for...the recent steps taken by key players in today's Internet backbone business. The traditional **type** of communication network is circuit switched. The U.S. telephone system uses such circuit switching...Figure 54, is provided for affording a combination of commerce-related web application services. Various **features** are included such as allowing purchase of **products** and services via a displayed catalog in operation 5400. As an option, a virtual shopping...

...recommendation of the products and services based on the inputted needs. See operation 5406. Optionally, **features** of the **products** and services may be selected in operation 5408 based on user profile in order to configure a specifically tailored **product** or service. Alternatively, **features** of the **products** and services may be listed in order to allow the user to configure a specifically...

...advertised. Yet another aspect of the present invention includes outputting an estimate relating to a **price** and/or ilability of the **products** and services. Note operation 5412. Further, in operations 5414 and
aval I 1
5416, an...

...based upon the user profile. Further, the data relating to at least one of the **products** and services may include a link to related data. The comparison between different products and...

...of the products and services includes a financial analysis of at least one of the **products** and services. The **features** of at least one of the **products** and services

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may be generated by a **product** configuration. The advertising could

features of each model within the **product type** . Moreover, each manufacturer sells its **products** through a large number of distributors and, ultimately, to retail stores, with the result that...

...retailer and from geographic market to geographic market. Even within a single merchant's inventory, **price** variations on an individual **product** occur,, e.g., an advertised special versus the "regular" **price** .

To keep pace with competitors, a merchant may obtain ...per day. Such frequency is prohibitive, and thus, a merchant cannot respond daily to market **price** changes involving hundreds to thousands of **products** . Moreover, keeping track of the valid period for "sale" **prices** adds yet another layer of complexity. Further, if a competitor's pricing becomes known at...

...of sale, the salesperson must determine if he or she is willing to sell the **product** for a lower or the same **price** , (i.e., in accordance with the merchant's pricing policy).

Various pricing systems are known...

...fees,

ORDERPLACEMENT

Collects user information for order processing (shipping, billing)

Recaps order for confirmation (shipping, **price** , availability)

Allows for order maintenance (qty, **product** , shipping)

Referring to operation 5414 of Figure 54, another embodiment of the electronic commerce component of the present invention receives an order for at least one of the **products** and services. User information is collected for order processing, including an address for delivery and...

...to select a shipping provider other than a default provider. The availability of the desired **product** is confirmed, as are the **price** and shipping arrangements. As an option, the invention may require the user to confirm that

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the desired **product** or service has been ordered, that the **price** is satisfactory, and that the desired shipping provider is selected.

TAX AND SHIPPING CALCULATIONS

Provides...

...least one of a tax and a shipping fee for at least one of the **items** ., i.e., **products** and services, for which the order is received. The tax cost for each order is...

...be calculated, such as by taking into account handling costs, the total weight of the **items** , the distance to final destination of the **items** , and the corresponding charges of the shipping provider. An estimate of the delivery date may...

...taxes for domestic delivery, and may include applicable foreign tax

laws for imported and exported **items** ,

TRANSACTION PROCESSING CAPABILITIES

Processes credit card transactions

Processes purchase order transactions on backend systems

Places...

DIALOG(R)File 349:PCT FULLTEXT
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00801763 **Image available**

APPARATUS FOR NEGOTIATION

APPAREIL DE NEGOCIATION

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200135284 A1 20010517 (WO 0135284)

Application: WO 2000GB4293 20001108 (PCT/WO GB0004293)

Priority Application: EP 99308868 19991108

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Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... each agent could incorporate an auction engine (an instance of an
auction mechanism) for each **type** of **item** /service it can require. The
agent enters its requirement for the service as the only...

14/3,K/52 (Item 47 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00799892 **Image available**

**CUSTOMER DEMAND-INITIATED SYSTEM AND METHOD FOR ON-LINE INFORMATION
RETRIEVAL, INTERACTIVE NEGOTIATION, PROCUREMENT, AND EXCHANGE**

**SYSTEME LANCE SUR DEMANDE DU CLIENT ET PROCEDE POUR LA RECHERCHE
D'INFORMATIONS EN LIGNE, LA NEGOTIATION INTERACTIVE, L'ACQUISITION, ET
L'ECHANGE**

Patent Applicant/Inventor:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200133464 A1 20010510 (WO 0133464)

Application: WO 2000US30249 20001101 (PCT/WO US0030249)

Priority Application: US 99162932 19991101

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DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
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Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... beyond price alone. Although much of Internet-based commerce has been based on obtaining commodity **products** (and services) at the cheapest **price**, this is not necessarily the way people buy things in the off-line analysis and...

...catalog, selecting an item, and purchasing it. The second shopping process is a conditional purchase **offer** (CPO), which allows a customer to **offer** to purchase a **product** or service, but the **offer** has conditions attached to it which must be met by the seller. This model presents...to a site simply to buy from a merchant's catalog. Detailed information on services and **products** is available for the customer, and transparent (or nontransparent) **negotiating** processes between the **customer** and **multiple sellers** create competition, forcing **item prices** lower. The system consists of four main modules.

registration (1000), information (2000), procurement (3000 - 7000...

Claim

... of said plurality of vendors.

I 5. The method of claim 34 including:

receiving a **bid** to sell said selected **item** from each of said vendors if said associated set of vendor-defined features is responsive...each said vendor,

sending to said purchaser at least one bid by one of said **plurality of vendors** to sell

said selected **item**, and

I I processing a reciprocally active bidding **negotiation** between each of said plurality of 1 2 vendors which has submitted a bid and...191, The method of claim 190 wherein:

said request specifies a set of customer-defined **attributes** particular to each **item**. 192. The method of claim 191 including-. comparing said vendor-defined **features** for said **item** against said customer-defined **attributes** for each **item** for responsiveness to said request.

193. The method of claim 192 including:
maintaining said vendor...

...vendor memory.

194. The method of claim 192 including:

providing to said purchaser a sub- **bid** for each said **item** if said vendor-defined **features** are responsive to said customer-defined features.

195. The method of claim 194 including:

said...bids to sell said selected item, obtaining at least one bid to sell said selected **item** from at least one of a **plurality** of

vendors ,
submitting said **bid** to said purchaser, and
processing an interactive **bidding negotiation** between said purchaser
and said vendor in response to said submission of said bid.
259. The method of claim 258 wherein:
said **bid** comprises an option for said vendor to sell said selected
item to another purchaser for a **price** higher than stated in said bid.
260. The method of claim 259 including:
said option...

...to said purchaser shall be consummated, that before said expiration
seller may sell said selected **item** to another purchaser for a **price**
higher than stated in said **bid** , and that if said selected **item** is
sold to said another purchaser, said vendor shall pay a penalty sum to
said...

...263. The method of claim 258 wherein:
said request includes a set of customer-defined **attributes** particular
to said selected
item ,
maintaining a plurality of sets of vendor-defined **item features** , each
said set of vendordefined **item features** associated with a plurality
of **items** available for sale by a vendor, and processing a comparison of
said customer-defined **attributes** with said vendor-defined **item**
features for responsiveness to said request.
264. The method of claim 258 including:
obtaining said detailed...

...third party information vendor.
265. The method of claim 258 including:
receiving from said purchaser **features** desired in a **product** or
service **item** .
266. The method of claim 258 including:
receiving from said purchaser a selection of product...selected item,
92
program code for obtaining at least one bid to sell said selected **item**
from at least one
of a **plurality** of **vendors** ,
I I program code for submitting said bid to said purchaser, and
program code for processing an interactive bidding **negotiation** between
said purchaser 1 3 and said vendor in response to said submission of said
...

...features for responsiveness to said request,
receiving at least one bid to sell said selected **item** from at least one
of a **plurality** of
vendors ,
sending said bid to said purchaser, and1 5 processing an interactive
bidding **negotiation** between said purchaser and said vendor 1 6 in
response to submission of said bid...designed for submitting to said
purchaser node at least one bid from one of a **plurality** of **vendors** to
sell said selected **item** and for conducting an interactive bidding
negotiation between said purchaser and said vendor in response to I I
submission of said bid...

...said
selected item,
program code for receiving at least one bid to sell said selected **item**
from at least one
of a **plurality** of **vendors** ,
I I program code for submitting said bid to said purchaser, and

program code for processing an interactive bidding **negotiation** between said purchaser 1 3 and said vendor in response to submission of said bid ...between said 1 8 purchaser and said seller.

I -3) 5 2. The computer program **product** of claim 351 wherein: said bidding **negotiation** is conducted between said purchaser and a plurality of **sellers** , and said bidding **negotiation** is accessible to said purchaser and to each of said **plurality** of **sellers** .

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3 53. The method of claim 352 wherein: said bidding **negotiation** is accessible to said purchaser and to each of said **plurality** of **sellers** .

354. The method of claim 318 including: facilitating said **negotiation** by providing direct communication between said purchaser and any one of said **plurality** of **sellers** for **negotiations** between said purchaser and said any one seller.

355. The method of claim 13 including: said **negotiation** including revisions to terms, said terms comprising **price** , **item features** , and **item** quality.

356. The method of claim 355 wherein: said terms comprise method of payment, quality...

14/3,K/53 (Item 48 from file: 349) \
DIALOG(R)File 349:PCT FULLTEXT
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00792500 **Image available**
SYSTEM AND METHOD FOR PURCHASE AND SALE OF TRANSPORTATION ASSETS VIA A GLOBAL COMPUTER NETWORK
SYSTEME ET TECHNIQUE D'ACHAT ET DE VENTE DE BIENS ET DE SERVICE VIA UN RESEAU INFORMATIQUE MONDIAL

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200126016 A2 20010412 (WO 0126016)

Application: WO 2000US27829 20001010 (PCT/WO US0027829)

Priority Application: US 99158105 19991007; US 2000177431 20000121; US 2000183203 20000217

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

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Filing Language: English

Fulltext Word Count: 12618

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... operator of its compensation. In ordinary systems such as eBay.com, the value of the **goods** is relatively small and each **item** is usually **bid** upon by **several bidders**.

Thus, there is little incentive for a buyer and seller to go outside the system to **negotiate** a final **price**. If the **goods** were relatively high **priced** and the number of bidders at any time were only one, then such incentive would...system is implemented on an Internet accessible website and provides search engine capability for locating **items** of interest and for identifying buyers and **sellers** of **various items**.

The system allows for different pricing options, such as fixed pricing, **negotiated** pricing and auction pricing. There is also provided a work flow tool to manage each...

14/3,K/54 (Item 49 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

(c) 2003 WIPO/Univentio. All rts. reserv.

00792483 **Image available**

ELECTRONIC TRADING SYSTEM SUPPORTING ANONYMOUS NEGOTIATION AND INDICATORS OF INTEREST

SYSTEME DE COMMERCE ELECTRONIQUE SUPPORTANT UNE NEGOCIATION ANONYME ET DES INDICATEURS D'INTERET

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Legal Representative:

DEROSA Frank J (agent), Brown Raysman Millstein Felder & Steiner LLP, 120 West 45th Street, New York, NY 10036, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200125996 A1 20010412 (WO 0125996)

Application: WO 2000US26866-20000929 (PCT/WO US0026866)

Priority Application: US 99412408 19991005

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LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

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Publication Language: English

Filing Language: English

Fulltext Word Count: 8812

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the various orders may have time limitations for matching, negotiation and/or acceptance. Accordingly, stale **negotiations** may be cancelled as

expired, 5 as in action items 3-4 in FIG. 14. The first participant may re-initiate negotiations on different terms, such as the more favorable prices of 77 per share as shown in action item I in FIG. 14.

In the described example with Participant A, if Participant B responds...

14/3,K/55 (Item 50 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00788815 **Image available**

METHODS AND SYSTEMS FOR CARRYING OUT DIRECTORY-AUTHENTICATED ELECTRONIC TRANSACTIONS INCLUDING CONTINGENCY-DEPENDENT PAYMENTS VIA SECURE ELECTRONIC BANK DRAFTS

PROCEDES ET SYSTEMES PERMETTANT D'EFFECTUER DES TRANSACTIONS ELECTRONIQUES AUTHENTIFIEES PAR REPERTOIRE COMPRENANT DES PAIEMENTS DEPENDANT D'UNE CONTINGENCE VIA DES TRAITES BANCAIRES ELECTRONIQUES PROTEGEES

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200122329 A1 20010329 (WO 0122329)

Application: WO 2000US26054 20000922 (PCT/WO US0026054)

Priority Application: US 99405741 19990924

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

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Fulltext Word Count: 18576

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... Web seller (Web sellers, within the context of the present invention, includes not only retailers offering goods and services over the Web, but also anyone person or entity utilizing the Internet as...

14/3,K/56 (Item 51 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00771307 **Image available**

METHOD AND SYSTEM FOR MANAGING AND CONDUCTING A NETWORK AUCTION

PROCEDE ET SYSTEME DE GESTION ET DE CONDUITE D'UNE VENTE AUX ENCHERES SUR RESEAU

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200104816 A1 20010118 (WO 0104816)

Application: WO 2000US18582 20000707 (PCT/WO US0018582)

Priority Application: US 99143021 19990709

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8310

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... although the good(s) are not in conformance,

14

the buyer wishes to keep the good (s) but at a reduced price S110. In this case, a message is sent from the financial institution to the seller ...that although the good(s) are not in conformance, the buyer wishes to keep the good (s) but at a reduced price S144. In this case, a message is sent from the financial institution to the seller...

14/3,K/57 (Item 52 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00769405 **Image available**

READY LISTED ELECTRONIC COMMERCE SYSTEM AND METHOD

SYSTEME ET PROCEDE DE VENTE/ACHAT ELECTRONIQUES A PARTIR DE LISTES PRE-EXISTANTES

Patent Applicant/Inventor:

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Gugal-ri, Giheung-eub, Yongin-si, Kyungki-do 449-701, KR, KR
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200102926 A2-A3 20010111 (WO 0102926)

Application: WO 2000KR725 20000706 (PCT/WO KR0000725)

Priority Application: KR 9927097 19990706; KR 20006298 20000210

Designated States: CN JP US

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 14639
Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... As described above, in the second embodiment, the seller and buyer negotiate the registered sale **price** and the registered purchase **price** as if they trade **products** on a face-to-face relationship, to thereby provide a corrected price. Accordingly, a transaction...

14/3,K/58 (Item 53 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00752884

**SYSTEM AND METHOD FOR PROVIDING AN ELECTRONIC BUSINESS-TO-BUSINESS EXCHANGE
FOR BUYERS AND SELLERS
SYSTEME ET PROCEDE ASSURANT DES ECHANGES COMMERCIAUX ELECTRONIQUES ENTRE
ACHETEURS ET VENDEURS**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200065505 A2 20001102 (WO 0065505)
Application: WO 2000US10619 20000420 (PCT/WO US0010619)
Priority Application: US 99130607 19990422

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DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

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Fulltext Word Count: 14319

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... is typically unstandardized. For instance, the method of selling surplus assets is 1 5 often **different** for each **customer** , and the **price** , payment terms and shipping arrangements of the **goods** are required to be uniquely **negotiated** with each buyer.

Because of this, it may on average be more labor and time...

14/3,K/59 (Item 54 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00750438 **Image available**

METHODS AND APPARATUS FOR BROKERING TRANSACTIONS

PROCEDE ET DISPOSITIF DE COURTAGE TRANSACTIONNEL

Patent Applicant/Assignee:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200063821 A1 20001026 (WO 0063821)

Application: WO 2000US9180 20000405 (PCT/WO US0009180)

Priority Application: US 99129846 19990416; US 99401119 19990921

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DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Main International Patent Class: **G06F-017/60**

English Abstract

...via the Internet. One of the plurality of sellers is associated with each of the **products** . A first **bid** from the buyer (210) for a first one of the plurality of products is made available via the Internet to a first seller associated with the first **product** . A first **bid** response (214) is presented via the Internet to the buyer according to response criteria specified...

14/3,K/60 (Item 55 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00740843 **Image available**

A METHOD OF CONDUCTING COMMERCE UTILIZING A QUASI-PUBLIC COMPUTER NETWORK

PROCEDE PERMETTANT DE REALISER DES ECHANGES COMMERCIAUX AU MOYEN D'UN

RESEAU INFORMATIQUE SEMI-PUBLIC

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200054190 A2 20000914 (WO 0054190)

Application: WO 2000CA263 20000310 (PCT/WO CA0000263)

Priority Application: US 99266016 19990311

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ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

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Publication Language: English

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Fulltext Word Count: 4200

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... the method.

Once the central processing computer system has been placed into
operation, agreements with various individual sellers of goods
and/or services are negotiated

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in order to offer the sale of goods from particular sellers over the
computer network.

A list of individual sellers that have agreed...

14/3,K/61 (Item 56 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00738062 **Image available**

**SYSTEM AND METHOD FOR PERFORMING INTERNET BASED PURCHASE TRANSACTIONS
SYSTEME ET PROCEDE PERMETTANT D'EFFECTUER DES TRANSACTIONS D'ACHAT SUR
INTERNET**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200051049 A1 20000831 (WO 0051049)

Application: WO 2000US4450 20000222 (PCT/WO US0004450)

Priority Application: US 99121007 19990222

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DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 13837

Main International Patent Class: G06F-017/60
Fulltext Availability:
Detailed Description

Detailed Description

... bartering and negotiations over price. Thus, if a user is not happy with the quoted **price**, he or she merely selects another service or **product** supplier having a lower **price**. Thus, suppliers that cannot negotiate **price** to make their price competitive lose an opportunity to make a sale. Some suppliers may...

14/3,K/62 (Item 57 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00738061

**METHOD AND SYSTEM CONSTITUTING A VIRTUAL COLLECTIVE ENTITY FOR
MARKET-EFFICIENT RETAIL PURCHASE OF GOODS AND SERVICES
PROCEDE ET SYSTEME CONSTITUANT UNE ENTITE VIRTUELLE COLLECTIVE POUR L'ACHAT
EFFICACE DE BIENS ET DE SERVICES AU DETAIL**

Patent Applicant/Assignee:

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US)

Patent Applicant/Inventor:

AFEYAN Noubar B, One Sunset Ridge, Lexington, MA 02421, US, US
(Residence), CA (Nationality), (Designated only for: US)

Legal Representative:

PITCHER Edmund R (agent), Testa, Hurwitz & Thibeault L.L.P., High Street
Tower, 125 High Street, Boston, MA 02110, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200051048 A2 20000831 (WO 0051048)

Application: WO 2000US4369 20000222 (PCT/WO US0004369)

Priority Application: US 99255294 19990222

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 10431

Main International Patent Class: G06F-017/60
Fulltext Availability:
Claims

Claim

... target purchase of the consumer. 30) An electronic brokerage method of selling units of a **product** which permits consumers to buy at a **price** per unit competitive with the **price** paid by bulk purchasers of the **product** , or provides to consumers an opportunity to purchase a product which otherwise may not be...

...manner electronically accessible to consumers of the product, notice of the availability of units of **product** for purchase;

b) accumulating retail **bids** made electronically by a multiplicity of the consumers indicating their respective commitments to buy a...purchase a product which otherwise may not be available to it or to obtain a **product** at a **price** competitive with the **price** paid by bulk purchasers of the **product** , the method comprising:

a) accumulating **bids** made under pre-agreed rules over the internet by a multiplicity of prospective purchasers indicating their respective commitments to buy one or more units of the **product** and the **price** they are willing to pay for the one or more units;

b) distributing numbers of...

...of claim 30 or 31 comprising the additional steps of purchasing bulk quantities of the **product** after accumulating the **bids** . 3 3) The method of claim 1, 3 0, or 3) I wherein the product...

...service. 35) A system for permitting prospective buyers of smaller numbers of units of a **product** to purchase the units at a **price** per unit competitive with the **price** paid by purchasers of larger numbers of units of the **product** , or for providing to prospective buyers an opportunity to purchase a product which otherwise may...

...multiplicity of buyers indicating their respective commitments to buy a number of units of the **product** and the **price** they are willing to pay for that number thereby to aggregate the buyers into a...

...accessible site for facilitating purchase by consumers of a small number of units of a **product** at a **price** per unit competitive with the **price** paid by purchasers of larger numbers of units of the **product** , or for providing to consumers an opportunity to purchase a product which otherwise may not...

14/3,K/63 (Item 58 from file: 349)
 DIALOG(R)File 349:PCT FULLTEXT
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00736218 **Image available**

METHOD AND APPARATUS FOR CONDUCTING COMMERCE BETWEEN INDIVIDUALS
PROCEDE ET APPAREIL PERMETTANT D'EFFECTUER DES OPERATIONS COMMERCIALES
ENTRE INDIVIDUS

Patent Applicant/Assignee:

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 designated states except: US)

Patent Applicant/Inventor:

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 PERRY Sarah E, 220 Hazel Avenue, Mill Valley, CA 94941, US, US
 (Residence), US (Nationality), (Designated only for: US)
 WILK Tracy L, 417 Sylvan Avenue, San Mateo, CA 94404, US, US (Residence),
 US (Nationality), (Designated only for: US)

Legal Representative:

SCOTT Jonathan O (agent), Beyer Weaver Thomas & Nguyen, LLP, P.O. Box 130, Mountain View, CA 94042-0130, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200049554 A2 20000824 (WO 0049554)

Application: WO 2000US4348 20000218 (PCT/WO US0004348)

Priority Application: US 99135103 19990219; US 99352468 19990714

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 9786

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... Internet classified ad or auction site, and the buying participant may have seen the advertised **goods** on the Internet, made an electronic **offer** via e-mail or other form of communication, and had the offer accepted by the...

...physical world or over the Internet, will generally involve the participants reaching agreement as to **price**, delivery, and nature of the **goods** or services being purchased.

The negotiation process will also result in the participants agreeing on

...

14/3,K/64 (Item 59 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00733740 **Image available**

METHOD AND APPARATUS FOR CREATING AND MANAGING GROUPS FOR INCREASING BUYING POWER ON THE WORLD WIDE WEB

PROCEDE ET APPAREIL UTILES POUR CREER ET GERER DES GROUPES EN VUE D'AUGMENTER LE POUVOIR D'ACHAT SUR LE WEB

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200046727 A2 20000810 (WO 0046727)

Application: WO 2000US3164 20000207 (PCT/WO US0003164)

Priority Application: US 99119220 19990208

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
((OAPI utility model)) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7297

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... as its size and formation date.

The buyer can also search a database of pre- **negotiated** group deals
(step
203). Typically, such deals will provide the **price** or discount amount
that **various vendors** are willing to accept for specific **products** or
product lines for
certain group sizes. Sony, for example, may be willing to provide 10%
discount...

14/3,K/65 (Item 60 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00731981 **Image available**

AGGREGATING ON-LINE PURCHASE REQUESTS

GROUPEMENT DE DEMANDES D'ACHAT EN LIGNE

Patent Applicant/Assignee:

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TEJA Salim, Apt. 904, 4 Park Vista Drive, Toronto, Ontario M4B 3M8, CA

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200045318 A1 20000803 (WO 0045318)

Application: WO 2000US2222 20000128 (PCT/WO US0002222)

Priority Application: US 99118189 19990201; US 99249727 19990213

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES
FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU
LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA
UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 7790

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... site will pay for any difference between the posted price and lowest price bid by **suppliers**. Still **another alternative** is that I I before any **product** is **offered** at a posted **price** an arrangement will be **negotiated** with a back-up supplier who agrees to provide the **product** at the posted **price**.

The present invention provides for two types of revenue flows for the operator of the...

14/3,K/66 (Item 61 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00730951 **Image available**

PUBLIC NETWORK-BASED ORDER POOLING SYSTEM

SYSTEME DE GROUPEMENT DE COMMANDES SUR RESEAU PUBLIC

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Legal Representative:

ALTMAN Daniel E, Knobbe, Martens, Olson & Bear, LLP, Sixteenth floor, 620
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043938 A1 20000727 (WO 0043938)

Application: WO 2000US771 20000112 (PCT/WO US0000771)

Priority Application: US 99233274 19990119

Designated States: AE AL AM AT

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 9738

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... insurance, are avoided.

Another important benefit is that it allows the pool service provider to **negotiate** with a **plurality** of **suppliers** for a particular **product** or service, and thus allows the seller to **offer** the **product** or service at the best volume discount available.

BRIEF DESCRIPTION OF THE DRAWINGS

These and...

14/3,K/67 (Item 62 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00730948 **Image available**

SYSTEM AND METHOD AND ARTICLES OF MANUFACTURE FOR AUTOMATED ADVISORY
DECISION AND CONTROL SERVICES USING DECISION SYSTEMS WITH MODEL LICENSE
PROTECTION

SYSTEME, PROCEDE ET ARTICLES MANUFACTURES POUR DECISION CONSULTATIVE
INFORMATISEE ET SERVICES DE SURVEILLANCE FAISANT APPEL A DES SYSTEMES
DE DECISION AVEC PROTECTION DE LICENCE ET DE MODELE

Patent Applicant/Assignee:

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CA (Residence), CA (Nationality), (Designated only for: US)
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(Residence), CA (Nationality), (Designated only for: US)

Legal Representative:

GORDON Peter J (agent), Wolf, Greenfield & Sacks, P.C., 600 Atlantic
Avenue, Boston, MA 02210, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043935 A2 20000727 (WO 0043935)

Application: WO 2000US335 20000107 (PCT/WO US0000335)

Priority Application: CA 2258383 19990108

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 39131

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... SUBSTITUTE SHEET (RULE 26)

- 49 constraint information may be, for example, the requirement that a
product feature includes the ability to read files of a specific
format. Said feature may be present...

14/3,K/68 (Item 63 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00730942 **Image available**

METHOD AND SYSTEM FOR BUYER-INITIATED AGGREGATING OF BUYERS TO OBTAIN
DESIRED PRODUCTS AT DISCOUNTED PRICES

PROCEDE ET SYSTEME UTILISATEURS PERMETTANT A DES ACHETEURS DE SE REGROUPER
POUR ACHETER DES PRODUITS DESIRES A PRIX REDUITS

Patent Applicant/Assignee:

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, US (Residence), US (Nationality)

Inventor(s):

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043929 A2 20000727 (WO 0043929)

Application: WO 2000US1457 20000121 (PCT/WO US0001457)

Priority Application: US 99116729 19990122; US 99346783 19990707

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5996

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... selected list of products and have no

convenient mechanism for changing or adding to the **products** available.

Also, buyers have no direct influence over the **prices** they pay, and

have no incentive to cooperate with other buyers to affect prices.

Finally...present invention is that the purchasing group is temporarily

formed to get the best possible **price** for a particular **product** of

interest to the group, no matter how obscure or unusual the product might
be...

14/3,K/69 (Item 64 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00730941 **Image available**

METHOD AND SYSTEM FOR LOW VOLUME BUYERS TO AGGREGATE PURCHASING POWER

PROCEDE ET SYSTEME PERMETTANT A DE PETITS ACHETEURS DE METTRE EN COMMUN
LEUR POUVOIR D'ACHAT

Patent Applicant/Assignee:

ICOOP INC, Suite 1350, 100 South Broad Street, Philadelphia, PA 19910, US
, US (Residence), US (Nationality)

Inventor(s):

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Legal Representative:

TACHNER Adam H (et al) (agent), Crosby, Heafey, Roach & May, Suite 1900, 4 Embarcadero Center, San Francisco, CA 94111-4106, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200043928 A2 20000727 (WO 0043928)

Application: WO 2000US1456 20000121 (PCT/WO US0001456)

Priority Application: US 99116920 19990122; US 99348812 19990707

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 5412

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... annual membership with some nominal membership fee. Second, the membership allows the member a lower **price** on all the **products** carried by the Club-- that is, typically there is a **price** advantage over non-members for all **products**. Next, though a particular **product** may be offered by multiple vendors, the members do not get directly involved in negotiating with a particular vendor-- the Club negotiates the discount and each member decides whether he would like to buy the **product** or not at the stated **price**. Finally, since the negotiation is done directly by the Club, the members typically do not (and, indeed, have no reason to) coordinate their activities to decrease the **price** they pay for a

1

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product. Thus, purchasers taking advantage of the available buying clubs are locked into a pre-defined arrangement and have no direct input into the choice of **products** offered or the discount available, nor are they able to coordinate their choices with other buyers...has an opportunity for volume discounts based on how many other people bid for the **product**. Next, there is no intermediary or other entity that negotiates on behalf of the buyers. Multiple vendors may offer the same **product** and buyers place a bid with different vendors. The aggregation of their orders with a specific vendor as opposed to another vendor is the forum by which buyers directly negotiate how they wish to purchase a particular **product**. Finally, since the final **price** paid

for a
product depends entirely on the action of the temporary buying
community
that is created online, there...

14/3,K/70 (Item 65 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00730866 **Image available**

AUTOMATIC VIRTUAL NEGOTIATIONS

NEGOCIATIONS VIRTUELLES AUTOMATIQUES

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200043853 A2-A3 20000727 (WO 0043853)
Application: WO 2000US1667 20000127 (PCT/WO US0001667)
Priority Application: US 99236098 19990125; US 99317956 19990525

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 14530

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

English Abstract

...the user by the system, including discounts given by the system and
responses to the **price offers** of the user. The system **offers** the
product for a specific **price** (74), a **price** that may be optionally
decreased as negotiation continues (22). The system frequently asks how
much...

Detailed Description

... a small discount on the shipping cost than a 1 o large discount on the
price of the **product** . The vendor preferably decides how to allocate
control to the system.

According to the present...by giving a small discount on the shipping

cost than a large discount on the **price** of the **product** . The vendor preferably decides how to allocate control to the system.

The ...include the following. First, preferably the user has received information for purchasing one or more **products** . Second, the **products** have an associated **price** . Third, the **product** has not been purchased.

Fourth, preferably the vendor has determined that the price of the...of Figure 1, RCheckP3 routine module
48 checks to see if all conditions to begin **negotiations** are fulfilled. The conditions preferably include the following. **First** , preferably the **user** has received information for purchasing one or more **products** . Second, preferably the **product** information received from the system has an associated **price** . Third, preferably the **product** has not been purchased. Fourth, preferably the vendor has determined that the price of the...

14/3,K/71 (Item 66 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00537543 . **Image available**

INTERACTIVE COMPUTER-IMPLEMENTED SYSTEM AND METHOD FOR NEGOTIATING SALE OF GOODS AND/OR SERVICES

SYSTEME INTERACTIF ASSISTE PAR ORDINATEUR ET PROCEDE DE NEGOCIATION LORS DE LA VENTE DE MARCHANDISES ET/OU DE L'OFFRE DE SERVICES

Patent Applicant/Assignee:

CENDANT PUBLISHING INC,

Inventor(s):

SOLOMON Robert S,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200000916 A1 20000106 (WO 0000916)

Application: WO 99US12154 19990603 (PCT/WO US9912154)

Priority Application: US 98106214 19980629

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ UG ZW AM AZ BY KG KZ MD RU

TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG

CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 3246

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... behavior. A user may hyperlink to an
"eavesdropping" screen where the user may observe a
negotiation being carried out by **another user** ; An
"Upcoming **Merchandise** " screen may preview future **goods**
N .

that will available for sale; A "Hall of Fame" screen may
list the most...

14/3,K/72 (Item 67 from file: 349)

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00520691 **Image available**

**TELECOMMUNICATION TRANSMISSION SYSTEM ADAPTED TO PROVIDE A PLATFORM FOR
AGENT ORIENTED ELECTRONIC MARKET PLACE SERVICES
SYSTEME DE TRANSMISSION DE TELECOMMUNICATIONS ADAPTE A UN MARCHE
ELECTRONIQUE**

Patent Applicant/Assignee:

TELIA AB (publ),
ISAKSSON Lennart,
FIROUZFAR Reza,
HUHTA Anne-Marie,

Inventor(s):

ISAKSSON Lennart,
FIROUZFAR Reza,
HUHTA Anne-Marie,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9952043 A2 19991014

Application: WO 99SE519 19990331 (PCT/WO SE9900519)

Priority Application: SE 981182 19980403

Designated States: EE LT LV NO US AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE

Publication Language: English

Fulltext Word Count: 12856

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... when it is necessary to give an offer over a specified limit in a
buying **negotiation** for a requested **item** .

(d) Giving the user a useful tool to facilitate obtaining status
information about the **different** tasks the **user** 's agent is working on.
This will, of course, also include the capability to.

1...

14/3,K/73 (Item 68 from file: 349)

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00520690 **Image available**

**TELECOMMUNICATION TRANSMISSION SYSTEM ADAPTED TO PROVIDE A PLATFORM FOR
AGENT ORIENTED ELECTRONIC MARKET PLACE SERVICES
SYSTEME DE TRANSMISSION DE TELECOMMUNICATIONS ADAPTE A UN MARCHE
ELECTRONIQUE**

Patent Applicant/Assignee:

TELIA AB (publ),
ISAKSSON Lennart,
FIROUZFAR Reza,
HUHTA Anne-Marie,

Inventor(s):

ISAKSSON Lennart,
FIROUZFAR Reza,
HUHTA Anne-Marie,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9952042 A2 19991014
Application: WO 99SE518 19990331 (PCT/WO SE9900518)
Priority Application: SE 981181 19980403
Designated States: EE LT LV NO US AT BE CH CY DE DK ES FI FR GB GR IE IT LU
MC NL PT SE
Publication Language: English
Fulltext Word Count: 11407

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... when it is necessary to
give an offer over a specified limit in a buying negotiation for a
requested item.

(d) AMP gives the user a useful tool to facilitate obtaining status
information about the different tasks the user's agent is working on.
This, of course, also includes the capability to.

if desired...

14/3,K/74 (Item 69 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00410345

METHOD AND APPARATUS FOR PRICING PRODUCTS IN MULTI-LEVEL PRODUCT AND
ORGANIZATIONAL GROUPS

PROCEDE ET APPAREIL POUR LA TARIFICATION DE PRODUITS DANS DES GROUPES DE
PRODUITS MULTINIVEAUX ET DES GROUPES D'ORGANISATIONS

Patent Applicant/Assignee:

TRILOGY DEVELOPMENT GROUP,

Inventor(s):

CARTER Thomas J III,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9800804 A2 19980108

Application: WO.97US10156 19970612 (PCT/WO US9710156)

Priority Application: US 96837 19960617

Designated States: AU BR CA JP NO AT BE CH DE DK ES FI FR GB GR IE IT LU MC
NL PT SE

Publication Language: English

Fulltext Word Count: 13321

Main International Patent Class: G06F-017/60

Fulltext Availability:

Detailed Description

Detailed Description

... product in U.S. currency is multiplied by 133% to yield the price of
the **product** in a particular foreign currency.

As **another** example, a **Customer Negotiated** Discount pricing type
(shown in column 712) is a Percentage operation as specified in column...
of a pricing sequence. In step 1506 the user specifies effective dates
during which various **price** adjustments are applicable. In step 1506 the
user specifies **products**, **price** adjustments or other user selected
parameters. In

Set	Items	Description
S1	156	AU=(WELLMAN M? OR WELLMAN, M?)
S2	126285	NEGOTIAT? OR BARGAIN? OR HAGGL?
S3	652560	AUCTION? OR TRADING OR TRADE? ?
S4	1847445	CONSUMER? OR USER? OR BUYER? OR PARTICIPANT? OR CUSTOMER? - OR CLIENT? OR SUBSCRIBER? OR MEMBER? ? OR INDIVIDUAL? OR PERS- ON? ? OR BIDDER?
S5	587731	MERCHANT? OR RETAILER? OR VENDOR? ? OR MANUFACTURER? OR SE- LLER? OR PARTY OR WHOLESALER? OR SUPPLIER?
S6	16243	BILATERAL? OR MULTILATERAL OR (BI OR MULTI) () LATERAL?
S7	2365045	ATTRIBUTE? OR QUANTITY OR PRICE? OR FEATURE? OR TYPE?
S8	767891	OFFER? OR COUNTEROFFER? OR BID OR BIDDING OR BIDS
S9	2001781	PRODUCT? ? OR GOOD? ? OR ITEM? ? OR WARE? OR MERCHANDI?
S10	115461	(S4 OR S5) (2N) (PLURAL? OR SEVERAL OR VARIOUS OR MANY OR MU- LTIPL? OR NUMEROUS OR DIFFERENT? OR FIRST OR SECOND OR 1ST OR 2ND OR ANOTHER OR SEPARATE? OR ALTERNAT?)
S11	14	S1 AND S2
S12	606	S2 AND S3 AND S6
S13	11	S12 AND S10
S14	1870	S10 AND S2
S15	549	S14 AND S7
S16	159	S15 AND S8
S17	49	S16 AND S3
S18	38	(S17 OR S13) NOT PY>1999
S19	36	RD (unique items)

? show file

File 2:INSPEC 1969-2003/Sep W3
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File 65:Inside Conferences 1993-2003/Sep W4
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(c) 2003, EBSCO Pub.

File 474:New York Times Abs 1969-2003/Sep 30
(c) 2003 The New York Times

File 475:Wall Street Journal Abs 1973-2003/Sep 30
(c) 2003 The New York Times

File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group

File 256:SoftBase:Reviews,Companies&Prods. 82-2003/Aug
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11/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

7547205 INSPEC Abstract Number: C2003-04-7102-017

Title: Automated negotiation from declarative contract descriptions

Author(s): Reeves, D.M.; Wellman, M.P.; Grosz, B.N.

Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann Arbor, MI, USA

Journal: Computational Intelligence vol.18, no.4 p.482-500

Publisher: Blackwell Publishers,

Publication Date: Nov. 2002 Country of Publication: USA

CODEN: COMIE6 ISSN: 0824-7935

SICI: 0824-7935(200211)18:4L:482:ANFD;1-2

Material Identity Number: P953-2002-004

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: Our approach for automating the **negotiation** of business contracts proceeds in three broad steps. First, determine the structure of the **negotiation** process by applying general knowledge about auctions and domain-specific knowledge about the contract subject along with preferences from potential buyers and sellers. Second, translate the determined **negotiation** structure into an operational specification for an auction platform. Third, after the **negotiation** has completed, map the **negotiation** results to a final contract. We have implemented a prototype which supports these steps by employing a declarative specification (in courteous logic programs) of (1) high-level knowledge about alternative **negotiation** structures, (2) general-case rules about auction parameters, (3) rules to map the auction parameters to a specific auction platform, and (4) special-case rules for subject domains. We demonstrate the flexibility of this approach by automatically generating several alternative **negotiation** structures for the domain of travel shopping in a trading agent competition. (24 Refs)

Subfile: C

Descriptors: contracts; electronic commerce; knowledge representation; **negotiation** support systems; software agents

Identifiers: trading agent; business contracts; automating **negotiation**; auctions; domain-specific knowledge; **negotiation** structure; auction platform; rule-based programming; travel shopping; commerce; e-commerce; electronic contracting; declarative knowledge representation; situated courteous logic programs

Class Codes: C7102 (Decision support systems); C1290D (Systems theory applications in economics and business); C6170 (Expert systems and other AI software and techniques); C7120 (Financial computing); C7180 (Retailing and distribution computing)

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11/5/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

7535275 INSPEC Abstract Number: C2003-03-7102-020

Title: Automated negotiation from declarative contract descriptions

Author(s): Reeves, D.M.; Wellman, M.R.; Grosz, B.N.

Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann Arbor, MI, USA

Conference Title: Proceedings of the Fifth International Conference on Autonomous Agents p.51-8

Editor(s): Muller, J.P.; Andre, E.; Sen, S.; Frasson, C.

Publisher: ACM, New York, NY, USA
 Publication Date: 2001 Country of Publication: USA xiii+666 pp.
 ISBN: 1 58113 326 X Material Identity Number: XX-2002-03003
 U.S. Copyright Clearance Center Code: 1-58113-326-X/01/0005...\$5.00
 Conference Title: Proceedings of the Fifth International Conference on
 Autonomous Agents
 Conference Sponsor: ACM
 Conference Date: 28 May-1 June 2001 Conference Location: Montreal,
 Que., Canada
 Language: English Document Type: Conference Paper (PA)
 Treatment: Practical (P); Experimental (X)
 Abstract: Our approach for automating the **negotiation** of business
 contracts proceeds in three broad steps: 1) determine the structure of the
negotiation process by applying general knowledge about auctions and
 domain-specific knowledge about the contract subject along with preferences
 from potential buyers and sellers; 2) translate the determined **negotiation**
 structure into an operational specification for an auction platform; and
 3) map the **negotiation** results to a final contract. We implemented a
 prototype which supports these steps, employing a declarative specification
 (in courteous logic programs) of: 1) high-level knowledge about alternative
negotiation structures, 2) general-case rules about auction parameters,
 3) rules to map the auction parameters to a specific auction platform, and
 4) special-case rules for subject domains. We demonstrate the flexibility
 of this approach by automatically generating several alternative
negotiation structures for a previous domain: travel-shopping in a
 trading agent competition. (17 Refs)
 Subfile: C
 Descriptors: business data processing; contracts; knowledge based systems
 ; logic programming; **negotiation** support systems; software agents
 Identifiers: business contract **negotiation** ; auctions; domain-specific
 knowledge; preferences; **negotiation** structure; operational specification;
 declarative specification; courteous logic programs; trading agent
 competition
 Class Codes: C7102 (Decision support systems); C6110L (Logic programming
); C6170K (Knowledge engineering techniques)
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11/5/3 (Item 3 from file: 2)
 DIALOG(R) File 2:INSPEC
 (c) 2003 Institution of Electrical Engineers. All rts. reserv.
 7073949 INSPEC Abstract Number: C2001-12-1290D-053
 Title: Combinatorial auctions for supply chain formation
 Author(s): Walsh, W.E.; Wellman, M.P. ; Ygge, F.
 Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann
 Arbor, MI, USA
 Conference Title: EC'00. Proceedings of the 2nd ACM Conference on
 Electronic Commerce p.260-9
 Publisher: ACM, New York, NY, USA
 Publication Date: 2000 Country of Publication: USA vii+271 pp.
 ISBN: 1 58113 272 7 Material Identity Number: XX-2000-02428
 U.S. Copyright Clearance Center Code: 1 58113 272 7/2000/0010..\$5.00
 Conference Title: Proceedings of ACM Conference on Electronic Commerce
 (EC-00)
 Conference Sponsor: ACM
 Conference Date: 17-20 Oct. 2000 Conference Location: Minneapolis, MN,
 USA
 Language: English Document Type: Conference Paper (PA)
 Treatment: Economic aspects (E); Theoretical (T); Experimental (X)

Abstract: Supply chain formation presents difficult coordination issues for distributed **negotiation** protocols. Agents must simultaneously **negotiate** production relationships at multiple levels, with important interdependencies among inputs and outputs at each level. Combinatorial auctions address this problem by global optimization over expressed offers to engage in compound exchanges. A one-shot combinatorial auction that optimizes the reported value of the bids results in optimal allocations with truthful bids. But autonomous self-interested agents have an incentive to bid strategically in an attempt to gain extra surplus. We investigate a particular combinatorial protocol consisting of a one-shot auction and a strategic bidding policy. We experimentally analyze the efficiency and producer surplus obtained in five networks, and compare this performance to that of a distributed, progressive auction protocol with non-strategic bidding. We find that producers can sometimes gain significantly by bidding strategically. However, when the available surplus is small relative to the consumers' values, the producers' strategic behavior may prevent the supply chain from forming at all, resulting in zero gains for all agents. We examine the robustness of the combinatorial protocol by investigating agent incentives to deviate, identifying quasi-equilibrium behavior for an example network. (19 Refs)

Subfile: C

Descriptors: combinatorial mathematics; distributed processing; electronic commerce; protocols; software agents

Identifiers: combinatorial auctions; supply chain formation; coordination; distributed **negotiation** protocols; production relationships; global optimization; compound exchanges; combinatorial protocol; one-shot auction; strategic bidding policy; surplus; agent incentives; quasi-equilibrium behavior

Class Codes: C1290D (Systems theory applications in economics and business); C1160 (Combinatorial mathematics); C7120 (Financial computing); C5640 (Protocols)

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11/5/4 (Item 4 from file: 2)

DIALOG(R) File 2:INSPEC

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6917748 INSPEC Abstract Number: C2001-06-1290D-027

Title: A parametrization of the auction design space

Author(s): Wurman, P.R.; **Wellman, M.P.** ; Walsh, W.E.

Author Affiliation: Dept. of Comput. Sci. & Eng., Michigan Univ., Ann Arbor, MI, USA

Journal: Games and Economic Behavior vol.35, no.1-2 p.304-38

Publisher: Academic Press,

Publication Date: April-May 2001 Country of Publication: USA

CODEN: GEBEEF ISSN: 0899-8256

SICI: 0899-8256(200104/05)35:1/2L.304:PADS;1-V

Material Identity Number: N737-2001-002

U.S. Copyright Clearance Center Code: 0899-8256/2001/\$35.00

Document Number: S0899-8256(77)00000-1

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: We present an extensive breakdown of the auction design space that captures the essential similarities and differences of many auction mechanisms in a format more descriptive and useful than simple taxonomies. This parametrization serves as an organizational framework in which to classify work within the field and uncovers parameter combinations corresponding to novel mechanisms. The structured characterization of auction rules can be exploited for the modular design of configurable auction servers. It also facilitates the communication of auction rules to

software agents, enabling the automation of flexible market-based **negotiation** . (48 Refs)

Subfile: C

Descriptors: electronic commerce; game theory; Internet; operations research; software agents

Identifiers: auction design space parametrization; organizational framework; parameter combinations; configurable auction servers; modular design; software agents; flexible market-based **negotiation** automation

Class Codes: C1290D (Systems theory applications in economics and business); C7120 (Financial computing); C6130E (Data interchange); C1140E (Game theory); C6170 (Expert systems and other AI software and techniques)

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11/5/5 (Item 5 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

6866055 INSPEC Abstract Number: C2001-04-7102-021

Title: **Automated negotiation from declarative contract descriptions**

Author(s): Reeves, D.M.; Grosz, B.N.; Wellman, M.P. ; Chan, H.Y.

Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann Arbor, MI, USA

Conference Title: Knowledge-Based Electronic Markets. Papers from the AAAI Workshop (Technical Report WS-00-04) p.42-53

Publisher: AAAI Press, Menlo Park, CA, USA

Publication Date: 2000 Country of Publication: USA vii+90 pp.

ISBN: 1 57735 119 3 Material Identity Number: XX-2000-01664

Conference Title: Proceedings Knowledge-Based Electronic Markets

Conference Date: 31 July 2000 Conference Location: Austin, TX, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: Gives a new approach for automating the **negotiation** of business contracts. We use a declarative language for expressing and reasoning about contracts and **negotiations**, which we extend to include a knowledge base of rules about **negotiation** structures and auctions. We address three research questions. (1) How can we represent information to allow automatic inference of **negotiation** structures? (2) How can we automate **negotiations** in a way that closely drives a realistic automated platform? (3) How can we use auction results to form a final contract? We use courteous logic programs as a way to express fully- and partially-specified executable contracts. We have developed concepts and vocabulary to reason about: (1) high-level knowledge about alternative **negotiation** structures, (2) general-case rules about auction parameters, (3) rules to map the auction parameters to the Michigan Internet AuctionBot, and (4) special-case rules for specific domains. By performing inferencing on the rule sets and interfacing to our auction server, our prototype is able to automatically configure a set of auctions, the results of which "fill in the blanks" of a partial contract. We use a trading agent competition as an example domain and are able to automatically generate all the auctions used in the competition, starting from a formal description of the competition domain. The result of this project is an extended approach which allows both the automation of the **negotiation** process, includes conducting of auctions and produces contracts with are themselves executable using rule-based techniques. (13 Refs)

Subfile: C

Descriptors: contracts; inference mechanisms; knowledge representation; logic programming; **negotiation** support systems; vocabulary

Identifiers: automated **negotiation** ; declarative contract descriptions; business contracts; declarative language; knowledge base; **negotiation**

structures; Michigan Internet AuctionBot; automatic inference; automated platform; courteous logic programs; logic-based knowledge representation; fully-specified executable contracts; partially-specified executable contracts; vocabulary; high-level knowledge; general-case rules; auction parameters; special-case rules; auction server; prototype system; automatic auction configuration; trading agent competition; formal description; executable contracts; rule-based techniques

Class Codes: C7102 (Decision support systems); C6170K (Knowledge engineering techniques); C6110L (Logic programming)

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11/5/6 (Item 6 from file: 2)

DIALOG(R) File 2:INSPEC

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6663894 INSPEC Abstract Number: C2000-09-6170-039

Title: Distributed quiescence detection in multiagent negotiation

Author(s): **Wellman, M.P.** ; Walsh, W.E.

Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann Arbor, MI, USA

Conference Title: Proceedings Fourth International Conference on MultiAgent Systems p.317-24

Publisher: IEEE Comput. Soc, Los Alamitos, CA, USA

Publication Date: 2000 Country of Publication: USA xv+474 pp.

ISBN: 0 7695 0625 9 Material Identity Number: XX-2000-01703

U.S. Copyright Clearance Center Code: 0 7695 0625 9/2000/\$10.00

Conference Title: Proceedings Fourth International Conference on MultiAgent Systems

Conference Sponsor: Intelligent Found. MultiAgent Syst.; Charles River Anal.; Nokia; DARPA; NSF; AAAI

Conference Date: 10-12 July 2000 Conference Location: Boston, MA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P)

Abstract: In a distributed multiagent **negotiation** involving multiple issues, it is often desirable to finalize deals only when all related issues are resolved. However, detecting that a multiagent **negotiation** has reached a globally quiescent state can be a nontrivial task in a distributed, asynchronous system. We present a quiescence detection protocol based on the Dijkstra-Scholten algorithm for distributed termination detection (D.W. Dijkstra and C.S. Scholten, 1980). The protocol operates as a layer on top of an underlying mediated **negotiation** protocol. If agents conform to the detection protocol, the detection process terminates iff the **negotiation** is quiescent. We discuss agent incentives to deviate from the protocol, and describe extensions that enforce adherence with respect to the most significant potential deviations. (12 Refs)

Subfile: C

Descriptors: distributed processing; multi-agent systems; **negotiation** support systems; protocols

Identifiers: distributed quiescence detection; distributed multiagent **negotiation** ; multiple issues; globally quiescent state; distributed asynchronous system; quiescence detection protocol; Dijkstra-Scholten algorithm; distributed termination detection; mediated **negotiation** protocol; detection process; agent incentives; most significant potential deviations

Class Codes: C6170 (Expert systems and other AI software and techniques) ; C6150N (Distributed systems software); C7102 (Decision support systems); C5640 (Protocols)

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11/5/7 (Item 7 from file: 2)

DIALOG(R)File 2:INSPEC

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5533620 INSPEC Abstract Number: C9705-7210L-012

Title: Market-based negotiation for digital library services

Author(s): Mullen, T.; Wellman, M.P.

Author Affiliation: Artificial Intelligence Lab., Michigan Univ., Ann Arbor, MI, USA

Conference Title: Proceedings of the Second USENIX Workshop on Electronic Commerce p.259-69

Publisher: USENIX Assoc, Berkeley, CA, USA

Publication Date: 1996 Country of Publication: USA vi+314 pp.

Material Identity Number: XX96-03462

Conference Title: Proceedings of 2nd USENIX Workshop on Electronic Commerce

Conference Sponsor: USENIX Assoc.; Univ. California Berkley

Conference Date: 18-21 Nov. 1996 Conference Location: Oakland, CA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Applications (A); Practical (P)

Abstract: The University of Michigan Digital Library is a large-scale confederation of software agents, providing library content and services to users and each other within a distributed network environment. Allocation of resources and activities to the various agents is determined through a market-based **negotiation** process, where agents tender offers to buy or sell services, basic resources, and other information goods for specified prices. Generalized auction modules resolve these offers into deals among agents. Viewing each agent as an information consumer or entrepreneur, the digital library as a whole constitutes a virtual economy of information goods and services. (18 Refs)

Subfile: C

Descriptors: library automation; software agents

Identifiers: market-based **negotiation** ; igital library services; large-scale confederation; software agents; library content and services; distributed network environment; market-based **negotiation** process; generalized auction modules; information consumer; entrepreneur; virtual economy; information goods

Class Codes: C7210L (Library automation); C6170 (Expert systems)

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11/5/8 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

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5307234 INSPEC Abstract Number: C9608-7210L-011

Title: The role of AI in digital libraries

Author(s): Koller, D.; Shoham, Y.; Wellman, M.P. ; Durfee, E.H.; Birmingham, W.P.; Carbonell, J.

Author Affiliation: Dept. of Comput. Sci., Stanford Univ., CA, USA

Journal: IEEE Expert vol.11, no.3 p.8-13

Publisher: IEEE,

Publication Date: June 1996 Country of Publication: USA

CODEN: IEEXE7 ISSN: 0885-9000

SICI: 0885-9000(199606)11:3L:8:RDL;1-F

Material Identity Number: J606-96003

U.S. Copyright Clearance Center Code: 0885-9000/96/\$4.00

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G)

Abstract: The World Wide Web's growing popularity is changing the nature of libraries. Digital libraries offer a huge range of multimedia information-everything from movies, speeches, images, and photos to sounds, text, and beyond. The amount of on-line material is exploding, and the infrastructure for locating and accessing material improves almost daily. With so much and such a wide variety of information available, the problem is changing from simply locating related information to locating the most relevant information efficiently and cost effectively. In building the next generation of digital libraries, artificial intelligence will play several important roles. First, the multimedia nature of digital libraries will require moving beyond simple keyword lookup of information to much more advanced document-processing capabilities in which the system analyzes the content through text analysis, image processing, and speech recognition. Second, the availability of such a huge amount of information will require advances in the infrastructure for organizing and accessing information. A promising approach to this problem is the development of information agents. These agents can provide a variety of services-such as searching, retrieving, filtering, and **negotiating**-that reduce the burden on the information user or provider. Researchers from several of the major digital library projects present their vision of AI's role in building digital libraries. (1 Refs)

Subfile: C

Descriptors: expert systems; information retrieval; Internet; library automation; multimedia computing; software agents

Identifiers: digital libraries; AI; World Wide Web; multimedia information; on-line material; information access; information location; relevant information; artificial intelligence; document-processing capabilities; text analysis; image processing; speech recognition; information agents; searching; retrieval; filtering; **negotiation**

Class Codes: C7210L (Library automation); C7250 (Information storage and retrieval); C6130M (Multimedia); C6160S (Spatial and pictorial databases); C6170 (Expert systems); C6150N (Distributed systems software)

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?

11/5/9 (Item 1 from file: 65)

DIALOG(R)File 65:Inside Conferences

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04303717 INSIDE CONFERENCE ITEM ID: CN045104783

Distributed Quiescence Detection in Multiagent Negotiation

Wellman, M. P. ; Walsh, W. E.

CONFERENCE: Negotiation; setting conflicts and identifying opportunities-
Workshop

TECHNICAL REPORT-AMERICAN ASSOCIATION FOR ARTIFICIAL INTELLIGENCE WS,
1999; 99/12 P: 56-61

Menlo Park, AAAI, 1999

ISBN: 1577350960

LANGUAGE: English DOCUMENT TYPE: Conference Papers

CONFERENCE SPONSOR: American Association for Artificial Intelligence

CONFERENCE LOCATION: Orlando, FL 1999; Jul (199907) (199907)

BRITISH LIBRARY ITEM LOCATION: 8711.254900

DESCRIPTORS: settling conflicts; AAAI; identifying opportunities;
negotiation

11/5/10 (Item 2 from file: 65)

DIALOG(R)File 65:Inside Conferences

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04299161 INSIDE CONFERENCE ITEM ID: CN045059224

Automated Negotiation from Declarative Contract Descriptions

Reeves, D. M.; Grosz, B. N.; Wellman, M. P. ; Chan, H. Y.

CONFERENCE: Knowledge-based electronic markets-Workshop

TECHNICAL REPORT-AMERICAN ASSOCIATION FOR ARTIFICIAL INTELLIGENCE WS,
2000; 00/04 P: 42-53

Menlo Park, AAAI, 2000

ISBN: 1577351193

LANGUAGE: English DOCUMENT TYPE: Conference Papers

CONFERENCE SPONSOR: American Association for Artificial Intelligence

CONFERENCE LOCATION: Austin, TX 2000; Jul (200007) (200007)

BRITISH LIBRARY ITEM LOCATION: 8711.254900

DESCRIPTORS: knowledge based electronic markets; AAAI

11/5/11 (Item 3 from file: 65)

DIALOG(R)File 65:Inside Conferences

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04134814 INSIDE CONFERENCE ITEM ID: CN043415750

Automated Negotiation from Declarative Contract Descriptions

Reeves, D. M.; Wellman, M. P. ; Grosz, B. N.

CONFERENCE: Autonomous Agents-International conference; 5th

PROCEEDINGS OF THE INTERNATIONAL CONFERENCE ON AUTONOMOUS AGENTS , 2001;
5TH P: 51-58

ACM Press, 2001

ISBN: 158113326X

LANGUAGE: English DOCUMENT TYPE: Conference Papers

CONFERENCE EDITOR(S): Muller, J. P.

CONFERENCE SPONSOR: Association for Computing Machinery

CONFERENCE LOCATION: Montreal, Canada 2001; May (200105) (200105)

BRITISH LIBRARY ITEM LOCATION: 6844.533500

DESCRIPTORS: autonomous agents; ACM; SIGART

11/5/12 (Item 4 from file: 65)

DIALOG(R)File 65:Inside Conferences

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03599191 INSIDE CONFERENCE ITEM ID: CN037891964

Toward a Declarative Language for Negotiating Executable Contracts

Reeves, D. M.; Grosz, B. N.; Wellman, M. P. ; Chan, H. Y.

CONFERENCE: Artificial intelligence for electronic commerce-Workshop
TECHNICAL REPORT-AMERICAN ASSOCIATION FOR ARTIFICIAL INTELLIGENCE WS, ,
1999; 99/01 P: 39-45

Menlo Park, AAAI, 1999

ISBN: 1577350855

LANGUAGE: English DOCUMENT TYPE: Conference Papers

CONFERENCE SPONSOR: American Association for Artificial Intelligence

CONFERENCE LOCATION: Orlando, FL 1999; Jul (199907) (199907)

BRITISH LIBRARY ITEM LOCATION: 8711.254900

DESCRIPTORS: electronic commerce; artificial intelligence; AAAI

11/5/13 (Item 5 from file: 65)

DIALOG(R)File 65:Inside Conferences

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03371596 INSIDE CONFERENCE ITEM ID: CN035611046

Distributed Quiescence Detection in Multiagent Negotiation

Wellman, M. ; Walsh, W.

CONFERENCE: Multiagent systems-International conference; 4th

ICMAS -PROCEEDINGS-, 2000; 4TH P: 317-324

IEEE Computer Society, 2000

ISBN: 0769506259; 0769506267; 0769506275

LANGUAGE: English DOCUMENT TYPE: Conference Selected papers

CONFERENCE EDITOR(S): Werner, B.

CONFERENCE SPONSOR: IEEE

CONFERENCE LOCATION: Boston, MA

CONFERENCE DATE: Jul 2000

BRITISH LIBRARY ITEM LOCATION: 4362.048561

NOTE:

Also known as ICMAS 2000

DESCRIPTORS: ICMAS; IEEE; multiagent systems

11/5/14 (Item 6 from file: 65)

DIALOG(R)File 65:Inside Conferences

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01762411 INSIDE CONFERENCE ITEM ID: CN017946135

Market-Based Negotiation for Digital Library Services

Mullen, T.; Wellman, M. P.

CONFERENCE: Electronic commerce-USENIX workshop; 2nd

PROCEEDINGS OF THE USENIX WORKSHOP ON ELECTRONIC COMMERCE, 1996; 2nd P:
259-270

Berkeley, USENIX Association, 1996

ISBN: 1880446839

LANGUAGE: English DOCUMENT TYPE: Conference Preprints and programme

CONFERENCE SPONSOR: USENIX Association

CONFERENCE LOCATION: Oakland, CA
CONFERENCE DATE: Nov 1996 (199611) (199611)

BRITISH LIBRARY ITEM LOCATION: 6849.814180
DESCRIPTORS: electronic commerce; USENIX

19/5/1 (Item 1 from file: 2)
DIALOG(R)File 2:INSPEC
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6005935 INSPEC Abstract Number: C9810-7180-005
Title: How should CIOs deal with Web-based auctions ?
Author(s): Van Heck, E.; Vervest, P.
Author Affiliation: Dept. of Decision & Inf. Sci., Erasmus Univ., Rotterdam, Netherlands
Journal: Communications of the ACM vol.41, no.7 p.99-100
Publisher: ACM,
Publication Date: July 1998 Country of Publication: USA
CODEN: CACMA2 ISSN: 0001-0782
SICI: 0001-0782(199807)41:7L:99:SCDW;1-8
Material Identity Number: C056-98008
U.S. Copyright Clearance Center Code: 0001-0782/98/07005.00
Language: English Document Type: Journal Paper (JP)
Treatment: Practical (P)
Abstract: Exploiting the Internet for commercial benefit has become a key theme for chief information officers (CIOs) at most organizations. Web-based **auctioning** is a rapidly expanding application of the Internet. The matching of demand and supply at the best **price** at one specific point in time is the additional benefit of a Web-based **auction**. The advantages, however, must be considered against lower switching costs for **auction** participants. Are **auctions** always beneficial to the company? In particular, which technical and business arrangements must the CIO satisfy to give the organization a lasting advantage in this new field of electronic commerce? The following **types** of Web-based **auctions** can be distinguished: Web-based sales **auctions** (one seller **offering** to as **many** **buyers** as are allowed into the **auction**), Web-based procurement **auctions** (one buyer rendering his procurement needs from **many** **sellers** via the Internet); and Web-based many-to- **many** **auctions** (**many** **suppliers** **offering** to **many** potential **buyers**). These are distinguished from one-to-one **negotiations** using EDI. (5 Refs)
Subfile: C
Descriptors: DP management; Internet; retail data processing; transaction processing
Identifiers: Internet; commercial benefit; chief information officers; Web-based **auctioning**; demand-supply matching; World Wide Web; switching costs; technical arrangements; business arrangements; electronic commerce; sales **auctions**; procurement **auctions**; many-to-many **auctions**; **negotiations**; EDI
Class Codes: C7180 (Retailing and distribution computing); C7210 (Information services and centres); C0310 (EDP management)
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19/5/2 (Item 1 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01729137 ORDER NO: AADAA-I9957871
Intelligent agents for e-commerce applications
Author: Vuppala, Krishna
Degree: Ph.D.
Year: 1999
Corporate Source/Institution: Illinois Institute of Technology (0091)
Adviser: V. C. Ramesh
Source: VOLUME 61/01-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 453. 75 PAGES

Descriptors: ENGINEERING, ELECTRONICS AND ELECTRICAL ; COMPUTER SCIENCE
; ENERGY

Descriptor Codes: 0544; 0984; 0791

This thesis focuses on development of intelligent agent solutions for e-commerce applications. E-Commerce has several complexities like: lack of information about the players, learning the nature of one's business partners/competitors, finding the right business partner to do business with, using the right strategy to get best profit out of the **negotiations** etc. The agent models developed can be used in any agent solution for e-commerce. Concepts and techniques from Game Theory and Artificial Intelligence are used. The developed models have several advantages over the existing ones as: the models assume the non-availability of information about other players in the market, the models of players get updated over the time as and when new information comes about the players, the **negotiation** model incorporates the patience levels of the players and expectations from other players in the market. Power industry has been chosen as the application area for the demonstration of the capabilities and usage of the developed agent models. Two e-commerce scenarios where sellers and buyers can go through the power exchanges to bid in **auctions**, or make **bilateral** deals outside of the exchange are addressed. In the first scenario agent helps market participants in coordinating strategies with other participants, bidding in **auctions** by analyzing and understanding the behavior of other **participants**. In the **second** scenario, called "Power Traders Assistant" agent helps power **trader**, who buys and sells power through **bilateral negotiations**, in **negotiating** deals with his customers.

19/5/3 (Item 2 from file: 35)

DIALOG(R) File 35:Dissertation Abs Online

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01705408 ORDER NO: AAD99-31181

AUCTIONING AND BIDDING IN ELECTRONIC COMMERCE: THE ONLINE AUCTION

Author: BEAM, CAROLINE MCHOLME

Degree: PH.D.

Year: 1999

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, BERKELEY (0028)

Chair: J. GEORGE SHANTHIKUMAR

Source: VOLUME 60/05-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2320. 251 PAGES

Descriptors: OPERATIONS RESEARCH ; ENGINEERING, INDUSTRIAL ; MASS
COMMUNICATIONS ; COMPUTER SCIENCE

Descriptor Codes: 0796; 0546; 0708; 0984

This dissertation investigates commercially feasible automated **negotiation** in electronic commerce. Three **types** of automated **negotiation** are investigated: automated **bargaining**, the online **auction**, and the online broker. A three-layered framework explains why multi-dimensional automated **bargaining** is not currently possible with existing electronic commerce technology. The framework also explains why automated **price negotiation** through the online **auction** is a thriving sector of electronic commerce, and why, despite some difficulties, online brokered marketplaces are partially feasible.

An overview of online **auction** activity during 1997-1998 is presented, and different business strategies are outlined. Within the framework of the online **auction**, a novel Markov chain model of the progression of the **price** vector of an online **auction** is presented. Extensions to multiple-item **auctions** and applications to dynamic

inventory management are also given. The predictions of the model are compared to the results of actual online **auctions** , using data from a leading online **auctioneer** , Onsale, Inc.

The online brokered marketplace is also investigated. Using a continuous double **auction** as the matchmaking mechanism, a simulation of a dynamic brokered marketplace is created. This marketplace is used to investigate the effect of search costs and brokerage fees upon marketplace dynamics. A key finding is that when search costs are moderate, the online broker executes the most transactions, yields the highest sale **prices** , and can charge the highest brokerage fees.

To summarize, automated **negotiation** in electronic commerce is an emerging business phenomenon which is, in places, highly quantitative. Online **auctions** and online brokerages **offer** buyers, **sellers** , and middlemen **many** more degrees of freedom than do traditional channels, and hence new optimization problems arise. This dissertation applies the tools of operations research to help better understand and manage the online **auction** and the online broker.

19/5/4 (Item 3 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01671817 ORDER NO: AAD99-08823

MULTILATERAL TRADE NEGOTIATIONS , ECONOMIC EFFICIENCY AND GATT RULES
(INTERNATIONAL TRADE)

Author: OZDEN, CAGLAR

Degree: PH.D.

Year: 1998

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Adviser: ANNE O. KRUEGER

Source: VOLUME 59/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3908. 118 PAGES

Descriptors: ECONOMICS, COMMERCE-BUSINESS ; POLITICAL SCIENCE,
INTERNATIONAL LAW AND RELATIONS

Descriptor Codes: 0505; 0616

This dissertation analyzes the additional efficiency gains made possible by **multilateral trade negotiations** compared to a network of **bilateral** ones and the significance of their institutional framework.

In Chapter 2, we show that the **multilateral negotiations** provide efficiency gains through the enlargement of the payoff space in a general **bargaining** framework. The first source of gains arises from providing superior outcomes in a market (for tariffs) with a large number of **participants** . The **second** source results from internalizing the negative externalities that **bilateral** agreements impose on third parties.

In Chapter 3, we argue that the institutional framework of the GATT regime, specifically the reciprocity, unanimity and the MFN principles, enabled the members to reach and sustain efficient outcomes. Reciprocity requires mutual lowering of **trade** barriers and the specific reciprocity rules lead to unique efficient outcomes. Unanimity is necessary to exploit the first source of efficiency identified in Chapter 2. However, at any efficient outcome, a pair of countries have the incentive to renegotiate their respective tariff rates due to **trade** diversion effects. This can undermine the whole system but the MFN rule takes away this motivation and guarantees the stability of the system.

In Chapter 4, we employ a formal **bargaining** model to analyze sequential **bilateral negotiations** . We identify three distinct sources of inefficiencies due to the inability to internalize all externalities. The introduction of the MFN rule in a **bilateral** setting eliminates one

source while simple **multilateral negotiations** eliminate two. However, depending on how the surplus is divided, the third inefficiency can still prevent the socially optimal outcome from being implemented. We show that this can be achieved in simultaneous **multilateral negotiations** with the MFN rule.

In Chapter 5, we show that the repeated nature of the **trade** relationship can overcome unilateral incentives to deviate in **negotiations** through punishment mechanisms, but it is impossible to deter all coalitional deviations simultaneously. The MFN rule eliminates these incentives and leads to sustainable Pareto superior outcomes. The commitment to the MFN rule has been historically established through a costly reputation mechanism employed by the dominant powers. We provide further historical evidence to support above arguments.

19/5/5 (Item 4 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01606962 ORDER NO: AADNQ-20552

THREE ESSAYS IN APPLIED MICRO-ECONOMIC THEORY (AFTER HOURS MARKET, TRANSITION ECONOMIES)

Author: BELCOURT, TRACEY LYNN

Degree: PH.D.

Year: 1997

Corporate Source/Institution: QUEEN'S UNIVERSITY AT KINGSTON (CANADA) (0283)

Adviser: DAN BERNHARDT

Source: VOLUME 58/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3644. 139 PAGES

Descriptors: ECONOMICS, FINANCE ; ECONOMICS, THEORY

Descriptor Codes: 0508; 0511

ISBN: 0-612-20552-5

This thesis observes some real world phenomena and applies micro-economic theory to capture the underlying economic forces driving it. For the most part, the methodology of non-cooperative game theory is used to formally model and illuminate the hidden issues of our observations and, hopefully, enable us to better understand the rationale behind economic agent's actions and the likely outcomes of their transactions. We investigate three distinct phenomena.

The first chapter explores the consequences of augmenting, as did the NYSE, a standard dealership market with an after-hours market, in which, all **trade** orders are crossed at a single **price**. **Trade** in the after-hours may be attractive because if an order is executed, it may be executed on the 'right' side of the **bid**-ask spread. Notwithstanding this, levels of after-hours **trade** observed on the NYSE have been very unimpressive. We provide a theoretical explanation for this lack of **trader** interest.

The second chapter models the evolution of enterprise in transition economies. In an environment with no institutional contract enforcement mechanisms and short-lived agents, inter-firm supply relationships are tenuous. Myopic agents in an input supply firm have little incentive to fulfill contract terms, so that, most enterprises do not rely on other firms for supply. The incentive compatible scale at which a firm can rely on one another for supply inputs is so small that feasible firm interactions are inefficient. As a result, there is an initial over-abundance of retail and service firms with simple one-stage production processes, and of the industries that do require intermediate goods in production the most successful ones vertically integrate. We formally model

these observations and propose a model of future development of enterprise.

The third chapter investigates the claim in input supply contracting that procurement goods are often over- **priced** and their high costs are sustained by sole-source contracting arrangements, and that utilizing more than one seller can generate considerable **price** reductions. One would believe that the buyer's **bargaining** power would be greatest in the **many seller** case. However, we demonstrate that despite the potential improvement in **bargaining** position, costs can still increase as the number of suppliers increase, if the quality of the input, such as an experience good, can only be determined after production. Furthermore, if dual sourcing is mandatory, say by a policy rule, then socially inefficient outcomes may occur. (Abstract shortened by UMI.)

19/5/6 (Item 5 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01586254 ORDER NO: AAD97-37788

DEMAND MANAGEMENT: A DEMONSTRATION OF THE COMPARISON OF PRICE AND DUE DATE NEGOTIATION STRATEGIES USING SIMULATION

Author: MOODIE, DOUGLAS ROME

Degree: PH.D.

Year: 1996

Corporate Source/Institution: SYRACUSE UNIVERSITY (0659)

Source: VOLUME 58/06-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2293. 701 PAGES

Descriptors: BUSINESS ADMINISTRATION, MANAGEMENT ; BUSINESS
ADMINISTRATION, GENERAL

Descriptor Codes: 0454; 0310

This dissertation considers the problem of demand management in a firm where a firm's historical delivery service level reputation influences the number of quotation requests from its potential customers. There is also a **trade-off** between net **price** and due date for each job for both the customer and the firm. The demand manager can **bargain** with the customer over **price** and a promised due date. **Bargaining** finishes with the customer either agreeing to a **price** and delivery date, or refusing the firm's **bid** and placing the order elsewhere. The firm's objective is to maximize its long term net revenue.

The firm's demand management **negotiation** strategy guides this **bidding** process. This research demonstrates the use of simulation to test different **negotiation** strategies for different market and company conditions. A demand management **negotiation** strategy consists of several parts: the due date estimation method, the **bargaining** approach, the minimum target **price** rates, and the uncertainty allowance used in generating the firm's proposed due dates. This simulation models a job shop model of five workstations with random routing and operation processing times.

This demonstration first develops sixteen scenarios to test different demand management **negotiation** strategies. This investigation compares finite scheduling based due date estimation methods, as well as the more traditional parameter based methods. The results illustrate that such a comparison can give useful guidelines. The preferred due date estimation methods for this evaluation are the classical methods which use parameters. The results show that the most common method, using the **customer's first** due date, is inferior to other methods. Full **negotiation** over both **price** and due date is the preferred **bargaining** approach.

The research concludes that firms should carefully evaluate their **negotiation** strategies, as using the wrong due date estimation method,

bargaining approach, target **price** rates, or uncertainty allowance will affect revenue. The dissertation shows that simulation can be used to evaluate **negotiation** strategies easily.

19/5/7 (Item 6 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online
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01564902 ORDER NO: AAD97-23321

THREE ESSAYS ON AUCTIONS AND BARGAINING (COALITIONS)

Author: BABA, YUMIKO

Degree: PH.D.

Year: 1997

Corporate Source/Institution: STANFORD UNIVERSITY (0212)

Adviser: PAUL MILGROM

Source: VOLUME 58/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 541. 93 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

This dissertation consists of three independent essays on **auctions** and **bargaining**. Chapter 1 overviews the literature on **auction** and **bargaining** theory and puts this dissertation into broader perspective.

Chapter 2 analyzes **auctions** with multiple objects. Actual values for the objects are determined by private signals multiplied by public ones. Private signals are one dimensional and are assumed to be i.i.d. across bidders. Public signals are common knowledge and differ among objects. The **auction** mechanism that maximizes the seller's expected revenue is characterized. Both a sequential sealed- **bid** first- **price** and a second- **price** **auction** can implement the optimal **auction** mechanism when and only when the most valuable object is **auctioned** off first. The pattern of the **price** paths is also analyzed.

Chapter 3 examines the formation of coalitions when multiple homogeneous objects are up for **auction**. Coalition members hold a "pre- **auction** " to allocate the rights to participate in the main **auction** and winners in the pre- **auction** and all the non-coalition members compete in the main **auction**. It is shown that there exist interim individually rational, interim incentive compatible, and ex post budget balancing pre- **auction** mechanisms in which the grand coalition forms at equilibrium. The seller's optimal reserve **price** is characterized. Further, it is shown that the seller always prefers a sequential to a simultaneous sealed- **bid** second **price** **auction**.

Chapter 4 studies an extension of Rubinstein's 2- **person** **alternating** **offer** **bargaining** game to the n-person case. The models are based on a new interpretation of Rubinstein's game, where, each player demands his/her own share from the succeeding player according to the predetermined order of the players, and exits the game if it is accepted, or moves to the end of the line if it is rejected. A unique and efficient subgame perfect equilibrium exists.

19/5/8 (Item 7 from file: 35)

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01538764 ORDER NO: AAD97-12943

THREE APPLICATIONS OF GAME THEORY (DECISION-MAKING, SIMILARITY, COORDINATION, NEGOTIATIONS)

Author: KATZ, KIMBERLY FAYE

Degree: PH.D.
Year: 1996
Corporate Source/Institution: UNIVERSITY OF PENNSYLVANIA (0175)
Source: VOLUME 57/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4869. 79 PAGES
Descriptors: ECONOMICS, THEORY ; ECONOMICS, GENERAL ; PSYCHOLOGY,
INDUSTRIAL
Descriptor Codes: 0511; 0501; 0624

The methods of game theory are used to discuss three **features** pertinent to numerous economic interactions. Explicitly recognizing these **features** offers new insights into many issues previously studied in economics. In Chapter 1, I study the behavior of agents confronted with a variety of different games, but who cannot fully analyze each of these games **individually**. This requires **first** defining similarity of games. Because of the fundamental relationship between similarity and decision making, the only acceptable way to do this is to use definitions generated endogenously, much in the way beliefs are held and updated by decision makers. I show that taking explicit account of similarity in this way and imposing a mild bounded rationality constraint on agents rules out certain equilibria which a repeated game framework admits. In Chapter 2, it is established that interaction requires coordination on certain behavioral standards. Typically, this coordination comes at a cost. This cost is incurred by both the individual attempting to achieve coordination and other members of society. A random matching model in which agents exchange endowments is used. Agents choose a standard of behavior, knowing that the gains from **trade** are higher if two **trading** agents have chosen the same standard. Agents preferring a particular standard are considered to be a community. It is shown that in some cases, total welfare of a minority community decreases when a **trade** barrier is lifted between it and the majority community. An example is also **offered** of a case in which, where no dominant culture exists, members of both communities may be worse off when **trade** barriers are lifted. In Chapter 3, I study the problem of modeling collective **negotiations** as two-player **bargaining** games, when the players in the **negotiating** groups have differing preferences over the outcome of the **negotiation**. I show that it is generally necessary to represent the group by a player with preferences significantly more extreme than those of a player with median preferences, even if the group makes decisions using majority rule voting. How much more extreme this representative should be depends upon the parameters of the game.

19/5/9 (Item 8 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01498187 ORDER NO: AAD96-26545
PRICE AND MARGIN NEGOTIATIONS IN MARKETING CHANNELS: THE INFLUENCE OF
STRATEGIC INFORMATION TRANSMISSION
Author: SRIVASTAVA, JOYDEEP
Degree: PH.D.
Year: 1996
Corporate Source/Institution: THE UNIVERSITY OF ARIZONA (0009)
Directors: DIPANKAR CHAKRAVARTI; AMBAR G. RAO
Source: VOLUME 57/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1742. 318 PAGES
Descriptors: BUSINESS ADMINISTRATION, MARKETING ; BUSINESS
ADMINISTRATION, MANAGEMENT ; ECONOMICS, THEORY
Descriptor Codes: 0338; 0454; 0511

Marketing channel members, i.e., manufacturers and distributors, commonly **negotiate** key terms of exchange such as **prices** and margins. These **negotiations** can have a significant impact on a channel member's profit stream over the duration of the business relationship. Despite the importance of these **negotiations**, channel **negotiations** have received relatively little attention. Previous research has focused on Nash's cooperative **bargaining** model although recent advances in noncooperative game theory **offer** new opportunities for modeling and testing **negotiation** behavior. Rubinstein (1982) extended Nash's (1953) noncooperative model to a sequential strategic approach where **bargaining** occurs in discrete time and **negotiators** make **offers** and **counteroffers** with time preferences denoted by discount factors or fixed costs.

We adapt and extend a sequential strategic model (Grossman and Perry 1986) to describe **bargaining** behavior and outcomes in the context of marketing channels. The model involves a manufacturer and a distributor **negotiating** to establish the transfer **price** for a good in a one-sided incomplete information situation. The focus is on the forces that drive the two parties to **bargain** and reach an agreement on a specific **price** within a finite number of iterations. The baseline model examines how **different** levels of **manufacturer** uncertainty about distributor value (resale **price** to consumers) and opportunity cost of delay (denoted by a discount factor) influence the **bargaining** process and outcomes. The conceptual framework then empirically examines how incorporation of trust between parties, as well as opportunities for explicit communication, moderate **bargaining** behavior and outcomes. The predictions from the conceptual framework are tested in three laboratory experiments conducted in a channel **negotiation** scenario adapted from a popular pricing case study.

In general, changes in the level of manufacturer uncertainty and opportunity cost of delay influenced the **bargaining** process and outcomes as predicted by the model. A reduction in manufacturer uncertainty reduced **bargaining** duration, increased manufacturer profits, and improved **bargaining** efficiency while an increase in opportunity cost of delay lowered **bargaining** duration but did not improve **bargaining** efficiency. **Bargaining** efficiency improved as the potential gains from **trade** increased. Variations in trust and the opportunity to communicate also had a significant impact on the **bargaining** outcomes.

19/5/10 (Item 9 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01415001 ORDER NO: AADAA-IMM93895

AUCTIONING PRIVATE USE OF PUBLIC LAND

Author: FROESE, DENISE MARIE

Degree: M.A.

Year: 1994

Corporate Source/Institution: UNIVERSITY OF CALGARY (CANADA) (0026)

Supervisor: E. WILMAN

Source: VOLUME 33/04 of MASTERS ABSTRACTS.

PAGE 1114. 169 PAGES

Descriptors: ECONOMICS, GENERAL; URBAN AND REGIONAL PLANNING

Descriptor Codes: 0501; 0999

ISBN: 0-315-93895-1

Parks Canada **negotiates** leases with residents and businesses located in national parks for land on which their buildings are situated. Under current leasing provisions, rent collected by Parks Canada is less than the true economic value the leases provide.

The focus of this thesis is the development of **auction** procedures to increase Parks Canada's revenue when allocating leases for the following **types** of facilities: (i) services provided by sunk capital assets; and (ii) services provided by non-sunk capital assets. For the first **type** of facility, it is suggested that an incentive contract is designed according to principal-agent model theory, and subsequently **auctioned** to the **bidders**. For the **second type** of facility, data from the **auction** of outfitter-guide allocations provides evidence of the effects of the relative economic efficiency and differential revenue-generating potential of sealed- bid versus open **auctions**.

19/5/11 (Item 10 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01333056 ORDER NO: AAD94-05766

THREE ESSAYS ON INFORMAL MARKETS (MARKET STRUCTURE, BLACK MARKETS)

Author: MEPHOKEE, CHANIN

Degree: PH.D.

Year: 1993

Corporate Source/Institution: UNIVERSITY OF KANSAS (0099)

Source: VOLUME 54/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3548. 142 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

This study is concerned with decentralized **trade** caused by the informal characterizations of market structure, especially in informal markets of developing countries. The informal markets have their own characterizations of market structure which are different from the ones in the competitive market or the monopoly market. A black market, where **trading** is illegal but goods are legal, is a good example of an informal market. The illegality forces a seller and a buyer to make a direct contact which results in a **bilateral monopoly type** of **trading**. With complete information, the **bargaining** process leads to the unique black market equilibrium **prices**. Because of the **bargaining** process, the detection risk becomes the cost per approach of the seller and it discourages a seller to stay longer in a black market. An increase in the detection risk and the availability of the official goods can reduce the equilibrium **prices** in a black market, while an increase in the controlled **price** can increase the equilibrium **prices**. Thus a government can control the **prices** in a black market through these variables. When the official market payoffs are uncertain for a buyer and a buyer can return to a black market, there exists the mixed strategy equilibrium. When the initial beliefs close to one, a buyer must randomize between accepting and rejecting the seller's **offer**. Since the agreement reaches immediately under the complete information assumption, a crucial dimension of real **bargaining** problem is missed. To solve this problem, the incomplete information model is introduced. With the monotonicity restriction, for a range of initial beliefs of a seller, the refined sequential equilibrium **price** in a black market is unique. For the initial beliefs close to one, there exists an equilibrium in mixed strategies. With **many buyers** and **sellers** in a black market, for a range of seller's initial beliefs, there exists a pooling and separating sequential equilibrium. With the initial beliefs close to one, there exists an equilibrium in mixed strategies. When the quality of products is concerned, the uncertainty in input markets and the uncertainty in the production process, which always exist in the informal markets of developing countries, are the cause of the low quality problem. The free-entry condition cannot improve the quality of products. To solve

this problem, a government may have to intervene by imposing quality control on input markets. Since there are small number of input suppliers, quality control on input quality can be successful.

19/5/12 (Item 11 from file: 35)

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01332507 ORDER NO: AAD94-04288

THE US-JAPAN SEMICONDUCTOR TRADE ARRANGEMENT: POLITICAL ECONOMY, GAME THEORY, AND WELFARE ANALYSES (UNITED STATES JAPAN, JAPAN, TRADE)

Author: DOHLMAN, PETER ANDERS

Degree: PH.D.

Year: 1993

Corporate Source/Institution: DUKE UNIVERSITY (0066)

SUPERVISOR: ANNE O. KRUEGER

Source: VOLUME 54/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3528. 279 PAGES

Descriptors: ECONOMICS, GENERAL; POLITICAL SCIENCE, INTERNATIONAL LAW
AND RELATIONS

Descriptor Codes: 0501; 0616

While advocates of managed **trade** have often singled out the semiconductor industry as the best case for government intervention in **trade**, this analysis of the 1986 US-Japan Semiconductor **Trade** Arrangement reveals the failure of good intentions. Discussion focuses on the effects of the Arrangement on the Dynamic Random Access Memory (DRAM) market.

First, a political economy approach is employed to show that there were two key conditions to the US semiconductor industry's success in gaining **trade** protection. The first condition was an alliance between US semiconductor producers and users; protection was granted only when government did not face antagonistic **consumer** pressure. The **second** condition was pressure from Congress for protection due to a variety of reasons; this pressure motivated the executive branch to grant **trade** protection to the semiconductor industry in order to prevent broader congressional action.

Second, a three-country oligopoly model is used to analyze cyclical dumping in the DRAM industry and the effects of various methods of protection proposed during the **negotiation** of the 1986 Arrangement. Threatened US antidumping duties were rejected by **negotiating** parties in favor of price floors because this shifted rents from the US Government and third countries to Japan. However, the Japanese Government's rational response to protection was to make use of Japan's position as the dominant DRAM supplier; it mandated cuts in exports, thereby raising prices. Evidence of such behavior is presented. Higher prices destroyed the US producer-user alliance which consequently sabotaged the 1986 Arrangement.

Finally, welfare analysis is employed to estimate the short-run welfare gains and losses resulting from the effect of the 1986 Arrangement on DRAM prices. In the short run, producers gained and consumers lost in all countries. However, Japan experienced a net gain while the US, Europe and ROW each experienced a net loss. This analysis is the first comprehensive estimation of the welfare effects of the 1986 Agreement and represents one of the first efforts to calculate the welfare effects of **bilateral** agreements in third countries. Data from wide-ranging sources include previously unpublished series.

19/5/13 (Item 12 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online
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01298207 ORDER NO: AAD93-21337

ESSAYS IN THE THEORY OF AUCTIONS AND COMPETITIVE BIDDING (AUCTION THEORY, BIDDING)

Author: WAEHRER, KEITH

Degree: PH.D.

Year: 1992

Corporate Source/Institution: RUTGERS UNIVERSITY THE STATE U. OF NEW JERSEY (NEW BRUNSWICK) (0190)

Director: RICHARD P. MCLEAN

Source: VOLUME 54/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1050. 78 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

Auction theory provides a convenient means of analyzing market behavior in the presence of asymmetric information. Besides the fact that **auctions** are extensively used, they are a relatively simple market clearing mechanism and amenable to game theoretic modelling. The three essays in this volume build on the large (and still growing) body of work in this area.

Once an **auction** is held and the winner is selected, the winning bidder is contractually obligated to complete the transaction at the specified **price**. The first essay in this volume analyzes the consequences of imperfect enforcement of this contract. I show that when there is no contract enforcement, equilibrium **bidding** strategies do not exist. In addition, the weaker the enforcement, the higher the **bid**-taker's expected revenue.

Auctions generally involve individuals who have an ongoing commercial relationship. The second essay analyzes a situation in which an **auction** is the beginning of a long-term relationship between the winning bidder and the **auctioneer**. While static models of **auctions** usually predict efficient allocations, in a dynamic framework where the winning bidder and the **auctioneer** **bargain** over the **price** of a closely related good after the **auction**, I show that the allocation induced by the **auction** is not efficient.

Much of the theoretical **auction** literature implicitly assumes that there are no observable differences between the bidders of an **auction**. In the third essay of this volume, I present an asymmetric **auction** model where the distribution of a bidder's value depends on some commonly observed characteristics. I use the theory of multivariate total positivity to relate a bidder's characteristics to the distribution of his value. Using this relationship, I derive a number of qualitative results regarding the **bidding** strategies, the distributions of **bids**, the probabilities of winning, and the expected payoffs of **different bidders**. A special case of the model can be used to analyze joint **bidding** or mergers in an **auction** market. I show that the relationship between the per-member payoff of a group of individuals jointly **bidding** and the group's size differs depending on the **type** of **auction**.

19/5/14 (Item 13 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online
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01274421 ORDER NO: AAD93-03745

ON THE CONSEQUENCES OF RECENT CHANGES IN THE GLOBAL TRADING ENVIRONMENT (TRADE PATTERNS, PREFERENTIAL TRADING , CUSTOMS UNIONS)

Bode Akintola01-Oct-03

Author: HAVEMAN, JON DAVID
Degree: PH.D.
Year: 1992
Corporate Source/Institution: THE UNIVERSITY OF MICHIGAN (0127)
Chairperson: ALAN V. DEARDORFF
Source: VOLUME 53/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 3609. 155 PAGES
Descriptors: ECONOMICS, GENERAL; ECONOMICS, LABOR; ECONOMICS, THEORY
Descriptor Codes: 0501; 0510; 0511

This study investigates some of the welfare consequences of two particular changes in the global **trading** environment: first, a dramatic shift in **trade** patterns, and second, an apparent shift in the regime surrounding **trade** liberalizing **negotiations** away from the **multilateral** arena toward preferential **trading** arrangements.

The first two essays utilize microdata to analyze the effects of the recent surge in international **trade**. Specifically, the analysis is focused on displaced workers, **individuals** involuntarily **separated** from their industry of employment. The first essay develops a general equilibrium model of the relationship between changing **trade** patterns and displacements. It then proceeds to estimate, econometrically, the effect of changing competitiveness, measured as changes in import and export prices, on the level of displacements by industry. It is found that changes in international competitiveness were detrimental to domestic industries in the early 1980s, but were in general small and beneficial in the late 1980s.

The second essay provides a detailed analysis of the postdisplacement experiences of workers displaced from expanding **traded** industries, from declining **traded** industries and from nontraded industries. The postdisplacement experience is characterized by the duration of the spell of unemployment and the difference between the pre- and postdisplacement wages. The results of the analysis provide evidence that individuals displaced from declining **traded** industries suffer longer spells of unemployment and a larger decline in wages than do all other displaced workers.

The final essay deals with an issue of increasing importance in a world where preferential **trading** arrangements are the call of the day: the effects on world welfare of sequential customs union formation. A computational model of customs union formation is developed and simulated under a variety of assumptions. These assumptions concern various characteristics of the world, the pattern of customs union formation, and GATT restrictions on the subsequent common external tariff. The results show that unrestricted customs union formation is likely to result in successive deterioration of world welfare. An examination of the current GATT guidelines, however, reveals that if they were more vigorously enforced, the deleterious effects of customs union formation could be eliminated.

19/5/15 (Item 14 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01094530 ORDER NO: AAD90-03592

THE EFFECT OF INTRINSIC, EXTRINSIC CUES AND REFERENCE PRICES ON BUYERS' PERCEPTIONS OF QUALITY AND VALUE (INTRINSIC CUES)

Author: GREWAL, DHRUV
Degree: PH.D.
Year: 1989
Corporate Source/Institution: VIRGINIA POLYTECHNIC INSTITUTE AND STATE

UNIVERSITY (0247)
CHAIRMAN: KENT B. MONROE
Source: VOLUME 50/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 3664. 480 PAGES
Descriptors: BUSINESS ADMINISTRATION, MARKETING
Descriptor Codes: 0338

This dissertation research synthesizes knowledge from consumer behavior, psychology and applied economics to address a fundamental issue in marketing regarding how buyers evaluate products. Classical economic theory has assumed that buyers have perfect information about products and **prices** and that buyers are capable of processing this information. However, in reality, buyers face an increasingly complex marketplace with numerous products, incomplete and imperfect information, and a limited capability of processing this information. Hence, this complex marketplace creates an uncertain environment in which buyers have to make purchase decisions. To reduce uncertainty buyers tend to use available information cues to make inferences about the products being evaluated. Among these cues are the product's **price**, reference **price** (e.g., **price** last paid, advertised reference **price**), and certain **attributes** intrinsic to the product.

The research question addressed in this dissertation is, "how do information cues affect buyers' product evaluations, behavioral intentions and **price** estimates?"

Conceptually, this research develops a model incorporating the research objectives by describing how buyers select specific information cues, evaluate them, and arrive at an overall assessment of the value or worth of the product to them. Specifically, the model proposes that the **price** cue is used both as an indicator of product quality as well as an indicator of monetary sacrifice. It is proposed that buyers initially **trade** -off these opposite indicators to make an assessment of the value of acquiring the product. However, complicating this model is the notion that some product **attributes** produce benefits quite apart from quality, and that some **price offers** represent a short-term deal or **bargain**. Since buyers are assumed to have an internal reference **price** that may be used to evaluate a **price offer**, additional value, called transaction value, may be perceived if the **offer price** is below this reference **price**. Further, additional value may occur because, intrinsic **attributes** of the produce may provide additional benefits. Furthermore, the model conceptualizes that the perceived value of the **offer** has a positive effect on buyers purchase intentions and the greater the transaction value, the less their search intention for a lower **price**. The model proposes specific linkages between these variables and suggests a process of how **buyers** evaluate product **alternatives**. (Abstract shortened with permission of author.)

19/5/16 (Item 15 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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0990184 ORDER NO: AAD88-09320
STRATEGIC INTERACTION IN DYNAMIC TRADING GAMES: THREE ESSAYS
Author: VINCENT, DANIEL ROBERT
Degree: PH.D
Year: 1988
Corporate Source/Institution: PRINCETON UNIVERSITY (0181)
Source: VOLUME 49/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 0914. 109 PAGES
Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

These essays analyze strategic behaviour in dynamic **trading** games. The first and the last essays examine games of incomplete information. A seller of a single indivisible good has private information about the quality of the good--the information affects both his valuation of the object and the valuation of potential purchasers. Chapter One extends results on **bargaining** games with incomplete information to this framework. It characterizes the unique perfect Bayesian equilibrium of the game in which only the uninformed buyer makes **offers** and shows that, unlike models in which the buyer's valuation is common knowledge, a significant probability of significant delay must typically occur in these games before **trade** can take place. It also illustrates that equilibrium behaviour can involve no **trade** even when it is common knowledge that gains from **trade** exist.

The second paper studies sequential **offer** games when there is complete information but there are **many** potential **buyers** for an object. It shows that for a broad class of infinite horizon games, a single seller may not be able to take advantage of competitive behaviour on the part of his purchasers to extract most of the surplus. The seller can extract all the surplus if he is able to restrict the information each buyer has about the behaviour of his rival.

The third paper uses the results of the second essay to examine the effects of competition in the model described in the first paper. Again, uncertainty about the quality of the object is present. In this environment, though, two uninformed buyers attempt to purchase the good in a finite period, simultaneous **offer** game. The set of perfect sequential equilibria of this game are characterized. Although in these games, buyers compete away all their surplus, an example illustrates that an informed seller may often wish to face only one buyer instead of two. These results suggest the presence of incentives to develop alternative **types** of **trading** institutions.

19/5/17 (Item 16 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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738716 ORDER NO: AAD80-11407

RESIDENTIAL REAL ESTATE BROKERAGE COMMISSION STRUCTURE AND A SURVEY OF HOME SELLERS ' PERCEPTIONS OF ALTERNATIVE FEE SCHEDULES OR COMPENSATION PLANS

Author: WOODWARD, LYNN NEVILLE

Degree: PH.D.

Year: 1980

Corporate Source/Institution: THE UNIVERSITY OF WISCONSIN - MADISON (0262)

Source: VOLUME 41/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4097. 371 PAGES

Descriptors: BUSINESS ADMINISTRATION

Descriptor Codes: 0310

The goal of this investigation is to aid the residential real estate broker to decide the amount and **type** of fees to charge for his services. The purpose is to study the structure of the residential real estate brokerage industry, the significance of the sales commission, and the fee recommendations in the brokerage literature through a literature review. The additional purpose is to explore through a survey of homesellers, the source of dissatisfaction and possible alternatives to the present system of charging for brokerage services.

The significance of studying sales commissions is not only the

controversy between the differing views of the public and brokers, but involves antitrust action, a FTC investigation of brokerage practices, and an upcoming report to Congress by HUD required by RESPA. Justice Department action against local real estate boards in the period 1950 to 1974 eliminated recommended fee schedules by **trade** organizations. Individual firms must now decide the fee or commission which would best serve the firm and its clients, the homeseller.

The literature review documents the structure of brokerage industry and the causes for a firm's success and failure. The present sales commission tends to be five to seven percent of the homes selling **price** payable by the homeseller at closing of the transaction. Brokers become the primary source of market information by **offering** a free service to home buyers. The literature, most written before antitrust, recommends customary commissions, board rates (now illegal), and a listing agreement clause stating the commission as % of the selling **price**. Future literature should recommend a more openly structured commission clause and reflect availability of alternative commission plans. Commissions should not be discussed among brokers (except in writing for specific transactions), at **trade** association meetings, or with salespeople except as a management decision. The multiple listing cooperative agreement should only state the percentage that the selling broker will receive.

The judgemental sample of 251 closings represents homesellers who sold through a real estate broker in the Wichita SMSA during the summer of 1976. Total response rate was 42.9%; 100 questionnaires returned had 75 items about homesellers' perception of sales commissions. The hypothesis asked if the homeseller agreed that the broker's compensation should be based on an alternative as well as the percentage commission. Substantial agreement (a decision rule was set at 33 1/3%) was received for compensation being based on: the complexity or simplicity of the transaction (69.5%), **negotiation** between the broker and the seller (64.6%), commission on the sales **price** (65.3%), time in days the home takes to sell (60.8%), **negotiated** flat fee (55.8%), a la carte fees for only those services needed to complete the sale by the homeseller (48.4%), and a refundable fee in advance (43.8%). A certified listing, the home is sold for the **price** set by an independent fee appraisal, received 40.8% agreement.

The unhappy group of homesellers--who thought commissions were too high, agent's service unfavorable, or would not use a broker again--were younger, higher educated, did not perceive the functions of the broker/agent differently, and tended to have sold their homes quickly, within two or six weeks. The unhappy group had more agreement with alternative plans, ranked commission based on selling **price** lower, and agreed with a net proceeds over set **price** (net listing--illegal in most states) compensation.

The amount of fees averaged \$2593 or 6% commission. A daily fee for each day the home took to sell was higher but the respondents did not agree with that method of compensation. A fair commission averaged five percent. A flat fee was about half the commission rate equivalent. No other alternative in amount was as high.

This was an exploratory study and a more generously financed research should find out more about the relationship between the alternatives and the level of dissatisfaction. An individual firm deciding to implement an alternative plan should do local market research. Future research should test the success of For-Sale-by-Owner and other alternative plan brokers, improve the availability of cost accounting information to aid in commission decisions, and research management practices of brokers and the efficiency of salespeople.

No change in sales commissions is likely without a study and implementation of alternative salesagent compensation plans from the present straight commission split between broker and agent.

19/5/18 (Item 1 from file: 99)
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
(c) 2003 The HW Wilson Co. All rts. reserv.

1186320 H.W. WILSON RECORD NUMBER: BAST94054952
Power deal block as pleas continue
Process Engineering v. 75 (Aug. '94) p. 9
DOCUMENT TYPE: Feature Article ISSN: 0370-1859 LANGUAGE: English
RECORD STATUS: New record

ABSTRACT: The U.K. electricity regulator, **Offer**, has decided not to allow large power users to **negotiate** individual contracts with generators. **Offer** claims that there is little evidence of the benefits to be gained from **trading** outside the electricity pool. However, **many** large **users** and the Chemical Industries Association had seen it as a possible way of securing reductions in the **price** of industrial electricity, which is among the most expensive in Europe.

DESCRIPTORS: Electric industry--Great Britain; Electric rates;

19/5/19 (Item 1 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2003, EBSCO Pub. All rts. reserv.

00553114 99IY11-304
Toward a perfect market
Helft, Miguel
Industry Standard, The , November 22, 1999 , v2 n36 p133-144, 4 Page(s)
ISSN: 1098-9196
Languages: English
Document Type: Articles, News & Columns
Geographic Location: United States
Describes nine business models in electronic commerce. Explains that **auctions** bring buyers and sellers together in a fluid marketplace. Says that one model enables buyers to specify the amount they are willing to pay for goods and sellers to decide whether or not to **offer** the goods at the buyer's **price**. Indicates that **another** model enables **sellers** to make counter **offers** and to compete for the sale. Mentions that 'group buying' gathers together individuals that want to buy the same item and enables them to **negotiate** a group deal. Indicates that in the 'wanted' model, the buyer indicates what they want and sellers compete to meet that buyer's demand. Explains that gift registries enable buyers to inform their loved ones of their preferred gifts. Mentions that online malls provide a one-stop-shop for consumers. Includes one photo. (MEM)
Descriptors: Electronic Commerce; Retailing; Sales; Electronic Shopping; **Auctions**; Purchasing; Online **Trading**

19/5/20 (Item 2 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2003, EBSCO Pub. All rts. reserv.

00546698 99EA09-002
Showcase your products online -- Attract customers with online bidding , 3D products, and product configuration
Rugullies, Erica

e-Business Advisor , September 1, 1999 , v17 n8 p16-17, 2 Page(s)

ISSN: 1098-8912

Company Name: Nortel Networks

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Discusses innovative e-commerce, noting that it is a means by which IT organizations can raise their profile and increase the benefit to the companies that employ them. Describes how Nortel Networks developed an interactive online tutorial using photographic images, streaming audio, and other technologies to give customers a large amount of high-level information about important product **features** and functionality in a short period of time. Says that products that can be differentiated visually are well-suited to 3D configurations and that publisher McGraw-Hill's CAP division is an example of a company that is innovating with Web-based product configuration. Notes that thousands of companies have begun to use the Internet to **negotiate prices** with their customers or **suppliers** in **several** ways, including holding **auctions** and engaging in competitive **bidding** . Includes one sidebar. (KMH)

Descriptors: Web Page Authoring; Enterprise Computing; **Auctions** ; Information Technology; Interactivity; Electronic Commerce; Streaming Audio

Identifiers: Nortel Networks

19/5/21 (Item 3 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00472363 97ID09-001

Researching and buying a car on the Internet -- Have more than thou showest, speak less than thou knowest - William Shakespeare; King Lear, Act 1, Scene 4

Inside the Internet , September 1, 1997 , v4 n9 p1-4, 4 Page(s)

ISSN: 1075-7902

Company Name: Yahoo!

URL: <http://www.yahoo.com/Recreation/Automotive/>

Product Name: Automotive

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Explains how you can use the Internet to find the information you need to **negotiate** a great deal on buying a car. States that most manufacturers have Web sites, at which you can get basic information on specifications and options to help you decide on a car. Reports that there are **several buyers** ' guides available, which will let you know the invoice **price** that the dealer pays so that you can **negotiate** . Also **offers** information on guides that will let you know the **trade** -in value of your current car. Adds that you may decide on a used car, in which case there are sites that will help you avoid lemons. States that you may be looking for a buying service to **negotiate** for you and provides several site addresses for these services. Says that financing and insurance information are also available and provides Internet addresses for them. States that the most helpful was Yahoo!'s Automotive page. Includes four screen displays. (bjp)

Descriptors: Automobile; Internet; Sales; Purchasing; Web Sites; Consumer Information; Online Information

Identifiers: Automotive; Yahoo!

19/5/22 (Item 1 from file: 474)

DIALOG(R)File 474:New York Times Abs

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00507567 NYT Sequence Number: 074597740417

Article on stores on Orchard St, NYC, historically Jewish shopping area, which offer quality merchandise at discounted prices . Area has attracted many new customers who are looking for 'name brands' that are bargains in attempt to fight inflation. Customers comment. Illus (L.)

JOHNSTON, LAURIE

New York Times, Col. 1, Pg. 45

Wednesday April 17 1974

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

DESCRIPTORS: DESCRIPTIONS AND IMPRESSIONS; DISCOUNT SELLING; RETAIL STORES AND TRADE ; TRADEMARKS AND TRADE NAMES

PERSONAL NAMES: JOHNSTON, LAURIE

GEOGRAPHIC NAMES: NEW YORK CITY; ORCHARD STREET (NYC)

19/5/23 (Item 2 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

00453920 NYT Sequence Number: 109260730211

C L Sulzberger article notes USSR is dealing directly with US on growing number of tech and commercial matters while acknowledging need for Continental cooperation on Eur development, primarily between EEC and Comecon; says many EEC members are exasperated that US is now dealing bilaterally on commercial and tech matters with USSR while in past it frequently indicated dislike for accords between EEC members and E Eur made without reference to Amer views; notes D Gvishiani, in recent article in London Financial Times, said that strengthening econ cooperation on all-Eur basis only enhances chances of peaceful coexistence; notes he urged acceptance of objective realities of current Eur life, including Comecon and EEC; says Gvishiani suggested Eur state introduce on reciprocal basis 'most favored nation' regime into their dealings with one another; notes Gvishiani stressed that inter-Eur cooperation is not possible without acceptance of 'total equality' of both halves and reciprocal respect of natl interests; sees USSR in exceptionally favorable position, negotiating directly with US while changing its policy toward EEC)

New York Times, Col. 1, Pg. 13, Sec. 4

Sunday February 11 1973

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: ECONOMIC ASSISTANCE, COUNCIL FOR MUTUAL (COMECON); EUROPEAN ECONOMIC COMMUNITY (EEC) (COMMON MARKET)

DESCRIPTORS: INTERNATIONAL TRADE AND WORLD MARKET (GENERAL)

PERSONAL NAMES: GVISHIANI, DZHERMAN M (DEPUTY CHMN); SULZBERGER, CYRUS L

GEOGRAPHIC NAMES: EUROPE; EUROPE, EAST; UNION OF SOVIET SOCIALIST REPUBLICS; UNITED STATES (1973 PART 1)

19/5/24 (Item 1 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

07503129

LUXURY PRICES FOR U.S. GOODS NO LONGER PASS MUSTER IN JAPAN

Shirouzu, Norihiko

Wall Street Journal, Col. 3, Pg. 1, Sec. B

Thursday February 8 1996

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

American companies in Japan are being forced to try unfamiliar strategy: **offering bargains** ; traditionally, foreign products have been marketed in Japan as luxuries, and customers have been willing to pay high **prices** to get them; but deep recession in Japan has turned **many** Japanese **consumers** into **bargain** hunters; table (L)

SPECIAL FEATURES: Table

DESCRIPTORS: Economic Conditions and Trends; Recession and Depression;

Prices (Fares, Fees and Rates); Consumer Behavior; International **Trade** and World Market; Marketing and Merchandising

PERSONAL NAMES: Shirouzu, Norihiko

GEOGRAPHIC NAMES: Japan

19/5/25 (Item 2 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

01063755 NYT Sequence Number: 002409761123

Robert Rouse & Associates has attracted many buyers and much criticism as auctioneer for unsold condominiums. In 29 auctions across country, **Rouse** has never failed to sell every unit offered at prices from 50% to 100% of list price . Developers object to co's approach, however, claiming auction and attendant ad, with implications of bankruptcy, reflects poorly on their public image. Also feel high-pressure tactics and split-second decisions required in auction are unfair to consumer. Buyers at **Rouse** auctions are generally satisfied with purchases and **feel they have gotten good, if not great, bargains . (L) .**

SEASE, DOUGLAS

Wall Street Journal, Col. 1, Pg. 48

Tuesday November 23 1976

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: ROUSE, ROBERT, & ASSOCIATES

DESCRIPTORS: ADVERTISING; **AUCTIONS** ; CONDOMINIUMS; CONSUMER PROTECTION;

MARKETING AND MERCHANDISING; **PRICES** ; PUBLIC RELATIONS AND PUBLICITY;

REAL ESTATE; SALES (INDUSTRY-WIDE)

PERSONAL NAMES: SEASE, DOUGLAS

19/5/26 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09110358

SYDAFRIKA LATER SAAB VANTA PA BESKED

SOUTH AFRICA: **NEGOTIATIONS** ABOUT JAS DRAG ON

Dagens Industri (DI) 27 May 1999 p.22

Language: SWEDISH

The final **negotiations** about South Africa's purchase of the Swedish fighter aircraft JAS 39 Gripen takes longer time than anticipated. The settlement was expected to be reached before 1 July this year, but, according to South Africa's chief **negotiator** Jayendra Naidoo, a couple of months' further **negotiations** are required before an agreement can be reached. Issues such as financing, delivery date and payment date have not yet been **negotiated**. Moreover, countertrade projects have not yet been decided. Mr. Naidoo says South Africa will follow usual praxis, which, according to the paper, includes a bank guarantee corresponding to 5% of purchase **price**. This would mean the supplier Saab would have to **offer** about a SEK 750mn (USD 90mn) guarantee. Mr. Naidoo says South Africa still have the possibility of choosing **another supplier** if requirements are not met.

COMPANY: SAAB; JAS; JAS 39 GRIPEN
EVENT: Foreign **Trade** (64); Capital Expenditure (43); Use of Materials & Supplies (46); Contracts & Orders (61);
COUNTRY: South Africa (7SOA); Sweden (5SWE);

19/5/27 (Item 2 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09071478
Fleet car discounts prevent private buyers driving hard **bargain**
UK: DISCOUNTS **OFFERED** TO FLEET CAR BUYERS
Financial Times (FT) 09 Mar 1999 p.16
Language: ENGLISH

It has been announced that 60% of all new car registrations during the first two months of 1999 were for fleet cars, an increase from the 54% recorded during the same period in 1998. The Society of Motor Manufacturers and Traders has revealed that fleet car buyers are **offered** discounts of around 30% on all the cars they buy, to the detriment of private buyers. Private car buyers are loosing out to fleet car buyers in a number of ways. Firstly manufacturers force up list **prices** for private buyers in order to help cover fleet discounts, secondly private buyers are usually only **offered** a small discount on the list **price** of around 0.5%-5%, and thirdly the **trade** in value of the car is dramatically reduced due to the volume of similar models that are repurchased from fleets. Manufactures defend their action by saying that most **retailers** in **different** sectors **offer** discounts for bulk purchases. They also point out that private buyers reap other benefits not available to fleets such as no-interest financing and free insurance.
(c) Financial Times 1999

COMPANY: SOCIETY OF MOTOR MANUFACTURERS & TRADERS
PRODUCT: Cars (3711CA);
EVENT: Commodity & Service **Prices** (72); National Government Economics (94);
COUNTRY: United Kingdom (4UK);

19/5/28 (Item 3 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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06480857

EU pushing for zero-tariff car imports

TAIWAN: EU PROPOSED ZERO-TARIFF CAR IMPORTS

The China Post (XKV) 10 Jun 1997 p.12

Language: ENGLISH

Taiwan's **bilateral** talks with the European Union (EU) on the terms for Taiwan's entry into the World **Trade** Organisation is heading into the unknown after **negotiators** from the EU requested Taiwan to reduce duties on EU car imports from the current 30% to zero. **Many** Taiwan car **manufacturers** have been irritated by this proposal and solicited Taiwan government to hold to its original bottom line of 25% on import duties. One manufacturer warned that the duty reduction on imported cars will threaten Taiwan-manufactured cars severely, resulting in imported cars dominating some 50% of Taiwan's domestic market share. *

COMPANY: EUROPEAN UNION

PRODUCT: Automotive Sales & Services (5500);

EVENT: International Economic Relations (95);

COUNTRY: European Community (4EC); Taiwan (9TAI);

19/5/29 (Item 1 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00122161 DOCUMENT TYPE: Review

PRODUCT NAMES: Extranets (837385); Pricing (830292)

TITLE: The End of Fixed Prices ?

AUTHOR: King, Elliot

SOURCE: Enterprise Systems Journal, v14 n12 p25(1) Dec 1999

ISSN: 1053-6566

HOME PAGE: <http://www.esj.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

In the past, business-to-business (B2B) commerce usually combined fixed **prices** and **bargaining**. Electronic commerce could make **bidding** and **bargaining** more important, but buyers can only benefit from the trend if the information available about for-sale products is current. In addition, there will always be those businesspeople who abhor **bargaining**. The advantages of fixed **prices** include the fact that **features** can determine pricing, and less anxiety for buyers. The online marketplace gives the consumer more choices and ways to purchase. For instance, rumor has it that Alan Greenspan, Chair of the Federal Reserve Board, chose to purchase a video-cassette recorder in a store that charged more than a vendor the chairman had found online; Greenspan said the purchase was not worth **haggling** over. This story points out that just about everyone surfs the Web for product information; purchasing decisions depend on multiple factors, only one of which is **price**; and that online buying could mean the end of fixed **prices**. **Many** sites allow **users** to **bargain** for the **prices** of goods and services, including ChemConnect and CheMatch, which created real-time **trading** systems for buyers and sellers. Electronic communication networks for buying and selling stocks may be the most well-publicized markets to grow from Internet technology. In the future,

say analysts, metamediaries may emerge in which multivendor, multiproduct marketplaces will be available that provide more services, including procurement management, quality assurance, fulfillment, and payment settlement.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: E-Commerce; Extranets; Internet Marketing; Pricing
REVISION DATE: 20010130

19/5/30 (Item 2 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00121662 DOCUMENT TYPE: Review

PRODUCT NAMES: E-Commerce (836109)

TITLE: Web Trading Communities Offer New Supply Channel
AUTHOR: Stackpole, Beth
SOURCE: Managing Automation, v14 n10 p45(4) Oct 1999
ISSN: 0089-3805
HOMEPAGE: <http://www.managingautomation.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Web-based trading communities are growing in popularity for materials procurement, with approximately 300 or more business-to-business (B2B) trading communities operating online, including those for the plastics, steel, chemical, electronic components, transportation services, and paper industries. According to analysts, the market for B2B transactions will rise from \$43 billion in 1998 to over \$800 billion in 2002. Many trading communities are run by third parties with many years of experience in a specific industry. The Web trading communities provide a mixture of targeted content and services, as well as marketplace abilities that permit manufacturers to purchase more efficiently from multiple suppliers. Many communities charge a percentage of the transaction value as a fee. Among models used are auction pricing, spot buying, catalog-based purchasing, and bringing together of buyers and sellers who then negotiate offline. All these models can easily increase the number of suppliers available to manufacturers and can reduce costs. Sellers get new marketing and distribution channels, and customer service is enhanced. More complete information is available, and order/fulfillment is automated. The market host establishes value-added feature sets, and increases service levels to current customers, while providing access to more information and suppliers. Buyers have lower initial expenses and risks and obtain access to secondary and excess supply auctions.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Screen Layouts Tables Charts
DESCRIPTORS: Auctions ; E-Commerce; Extranets; Manufacturing; Part Ordering; Purchasing
REVISION DATE: 20001230

19/5/31 (Item 3 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00119942

DOCUMENT TYPE: Review

PRODUCT NAMES: Auctions (840581); E-Commerce (836109)

TITLE: Going, Going, Gone!: E-commerce is leading to an anything-goes...

AUTHOR: Dalton, Gregory

SOURCE: Information Week, v755 p44(5) Oct 4, 1999

ISSN: 8750-6874

HOME PAGE: <http://www.informationweek.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A discussion of online **bidding** and dynamic pricing activities looks at the Web as a 'dynamic marketplace in which **prices** are more fluid than ever.' Online **bidding** continues to expand and become more popular, as shown by the broad-based success of companies such as eBay and **Priceline**.com. Buyers and sellers can **haggle** over all **types** of consumer, business, farming, and industrial equipment and supplies. A spokesperson for Visteon, the parts subsidiary of Ford Motor Company, says the firm held a reverse **auction** to source \$150 million in circuit boards and other automotive parts. Visteon plans to solicit **bids** from suppliers for an additional \$350 million in multi-year contracts. Dave Vent, CIO of Visteon, explains that **bargaining** with **multiple suppliers** can take months, but the same tasks can be done via the Internet in just hours. Analysts expect online **bidding** to become as universally used as stock quotes and free e-mail, and it should significantly change the way in which products move through the supply chain. Buyers and sellers interface directly and more often to determine the worth of an item at a specific point in time. Two forms of online **bidding** are described: **auctions** and exchanges.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Graphs

DESCRIPTORS: **Auctions** ; E-Commerce; Internet Marketing; Manufacturing; Purchasing

REVISION DATE: 20010330

19/5/32 (Item 4 from file: 256)

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

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00118386

DOCUMENT TYPE: Review

PRODUCT NAMES: Auctions (840581); Internet Marketing (835552)

TITLE: The New Deal: Online auctions deliver good fun and good buys...

AUTHOR: Peterson, Tami D

SOURCE: Computer Shopper, v19 n6 p106(2) Jun 1999

ISSN: 0886-0556

HOME PAGE: <http://www.computershopper.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A discussion of online **auctions** emphasizes their potential for fun and good values, as long as attendees keep good sense. They should keep in mind

that 'online **auctioneers** play by their own rules. And for some that means there aren't any.' For instance, a top-10 list of frequently reported Internet frauds puts incidents related to Web **auctions** at the top of the list. Online **auction** shoppers should read notices of sites' policies and rules of participation, which are generally posted on the sites. These disclosures often are worded to limit the liability of the **auction** regarding function or fit of products sold. Such conditions do not leave successful bidders with much recourse if they are disappointed. Buyers also should not expect a warranty unless one is stipulated, and they should make every attempt to verify condition or content of products before **bidding** . Several sites provide technical support services for this purpose in advance of the start of **bidding** . Users who follow this advice and stick to a common sense approach throughout can get **bargains** at online **auctions** . Among **many** other factors, **bidders** should keep in mind what other bidders may be willing to pay, and this ability involves strategies that are hard to define. Some bidders only **bid** at the last minute, while others start early and guard their positions. One consumer says he 'consistently see(s) items go for more than their retail **price** ,' but when certain precautions are observed, this does not have to happen.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts
DESCRIPTORS: **Auctions** ; Internet Marketing; Internet Shopping
REVISION DATE: 20010331

19/5/33 (Item 5 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00117912 DOCUMENT TYPE: Review

PRODUCT NAMES: **Shopbots** (841196)

TITLE: **Shopbots**
AUTHOR: Rudich, Joe
SOURCE: Link-Up, v16 n4 p26(1) Jul/Aug 1999
ISSN: 0734-988X
HOMEPAGE: <http://www.infotoday.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Shopbots, which are intelligent agents that search for information online and automatically deliver it to the desktop over a network, can also automatically comparison-shop on the Web. Among bots available are Excite's ProductFinder, Inktomi's C2B, Amazon.com's Shop the eWeb, MySimon, Yahoo! Shopping, **BargainFinder** , Microsoft Bookfinder, **PriceWatch** , BottomDollar, and ComputerShopper from Ziff Davis Publishing. Although shopping agents have been touted as possible business-to-business tools, especially for commodity items, companies do not use them. Agent technology is, however, popular for consumer shopping on the Web. Some analysts say shopbots fall into three separate categories: Product brokers, which recommend products based on past choices or parameters stipulated by the buyer; merchant brokers, which gather **price** and availability information; and **negotiating** shopbots, which buy, sell, and **bargain** with other bots, based on **user** set parameters. **Many** **auctions** fall into the last category. New technologies include the Alexa navigation service, which operates with a browser to provide added information about the site being

viewed and to **offer** recommendations for other sites of interest. Shopbots can really help in finding the lowest **prices** for products, but not all online merchant like them or think they are good for e-commerce.

COMPANY NAME: Vendor Independent (999999)
SPECIAL FEATURE: Charts
DESCRIPTORS: Internet Marketing; Internet Shopping; Search Engines;
Software Agents
REVISION DATE: 20020330

19/5/34 (Item 6 from file: 256)
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00117910 DOCUMENT TYPE: Review

PRODUCT NAMES: **eBay** (736414); **Auction Universe** (767816); **Yahoo!**
Auctions (767832); **Excite Auctions** (767824); **Surplus Auction**
(767841)

TITLE: **Going, Going, Gone**
AUTHOR: Rudich, Joe
SOURCE: Link-Up, v16 n4 p22(1) Jul/Aug 1999
ISSN: 0734-988X
HOMEPAGE: <http://www.infotoday.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

eBay's namesake **auction** site, Classified Ventures' **Auction Universe**, Excite@Home's **Excite Auctions**, Yahoo!'s **Yahoo! Auction**, and Egghead.com's **Surplus Auction** are among many highlighted online **auction** sites. Two **types** of online **auctions** exist: One **type**, the merchant **auction**, is run by one vendor and the other is a gathering place for **many different sellers**. In a merchant **auction**, goods come from manufacturers and are often outdated models being sold off at low cost. Examples of single-merchant **auction** sites are **First Auction**, **SurplusAuction**, **U-bid**, **Webauction**, **Onsale**, **Quixell**, **Dealdeal**. **eBay**, **Auction Universe**, **Excite Auctions**, and **Yahoo! Auctions** allows buyers and sellers to get together online. To find **auctions** of all **types**, users can link to **Lycos**; **AuctionConnect**, which searches other merchant **auctions** for particular items, and then notifies **users**. **First Auction** is an affiliate of the Internet Shopping Network, and provides items left over from Home Shopping Network. **SurplusAuction** begins **bidding** at a dollar for many computing components; recently **bidding** for a 266MHz Pentium laptop PC began at a dollar. **U-bid** also has great computing **bargains**, and **WebAuction** provides its own site and catalogs. **Onsale** is the **auction** branch of the vendor of the same name, while **Quixell** is a German online **retailer** that **auctions** **many** wares. **Dealdeal** **offers** mostly computer equipment, and has **bargains** on optical and e-toys.

COMPANY NAME: **eBay Inc** (658545); **Classified Ventures Inc** (667129);
Yahoo! Inc (610909); **Excite@Home Inc** (609951); **egghead.com**
Superstores (639397)
DESCRIPTORS: **Auctions**; **IBM PC & Compatibles**; **Internet Marketing**;
Internet Shopping
REVISION DATE: 20010330

19/5/35 (Item 7 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00115558 DOCUMENT TYPE: Review

PRODUCT NAMES: eBay (736414); ONSALE (683434); WebCharity (743691);
FirstAuction (743704); Online Dutch Auction (743712)

TITLE: Going Once...Going Twice... Cybersold!
AUTHOR: Manjourides, Carolyn
SOURCE: Link-Up, v16 n2 p22(1) Mar/Apr 1999
ISSN: 0734-988X
HOMEPAGE: <http://www.infotoday.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

A discussion of online auctions highlights many auction sites on the Web, including those selling general merchandise and those that fund charities. One site owner states that surfers who attend online auctions are attracted to and looking for bargains. Business-to-business auctions are large revenue producers, and allow companies with an oversupply of industrial commodities or companies needing, for example, many cheap computers quickly to respectively unload their inventory and obtain what they need. Many computer and consumer electronics products are sold at online auctions, and at eBay, users can trade 24 hours a day. About 1.3 million users have registered with eBay, which has more than a million items for sale. GivetoCharity is a worldwide, secure online donation service for nonprofit organizations, and promotes easy access for those who wish to donate online to a favorite charity. WebCharity's goal is to assist charities in profiting from the quickly expanding popularity of Internet auctions and the expansiveness of World Wide Web philanthropists. Internet auctions can last anywhere from an hour to a week, and have differing formats. For instance, Klik-Klok's Online Dutch Auction offers items at a high price while the clock ticks and the items' prices drop until someone buys something. Yankee auctions are more common: a few identical items at a high price are offered for sale concurrently, and the highest bidders get the goods at the close of the auction.

COMPANY NAME: eBay Inc (658545); egghead.com Superstores (639397);
WebCharity.com LLC (660698); Internet Shopping Network Inc (660701);
Klik-Klok Productions LLC (660671)
DESCRIPTORS: Auctions; Internet Marketing; Internet Shopping; Purchasing
REVISION DATE: 20010331

19/5/36 (Item 8 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00071101 DOCUMENT TYPE: Review

PRODUCT NAMES: OnLine Access (536334); Kodak Picture Exchange (KPX)
(470503); Seymour (536342)

TITLE: Designers Are Dialing Up for Stock Photo Discussion
AUTHOR: McCarthy, Nancy J

SOURCE: MacWEEK, v8 n46 p18(2) Nov 28, 1994
ISSN: 0892-8118
HOMEPAGE: <http://www.macweek.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Graphic designers have many online options to access stock photography. Many companies **offer** artwork via modem, including Comstock, whose OnLine Access photography service lets designers download any of their 15,000 low-resolution images. **Users first** look through the Comstock catalog, **negotiate** a usage fee, and then receive overnight delivery of the high-resolution image. Eastman Kodak's Kodak Picture Exchange **offers** more than 100,000 photographs that can be searched and downloaded online. Again, the high-resolution version arrives via overnight delivery, either on a Photo CD or transparency. Picture Network International's Seymour online service **offers** over 250,000 images from 33 providers, including the Chicago Historical Society, and Christie's **auction** house. The database can be searched online, and images can be ordered and **priced** online. Users can download the high-resolution versions.

COMPANY NAME: Comstock Images (452904); Eastman Kodak Co (044369);
Picture Network International Ltd (PNI) (596027)
SPECIAL FEATURE: Screen Layouts
DESCRIPTORS: Apple Macintosh; Clip Art; Graphics Tools; MacOS; Photography
REVISION DATE: 20020819